

Chemist & Druggist

26 May 1973 THE NEWSWEEKLY FOR PHARMACY

Shopfitting

SPECIAL SECTION

**D. N. Sharpe
re-elected
to Council**

**Society's
fees must
go up again**

The new
conditions
are right for an
even greater
success.



New Supersoft conditioner shampoos

- The best in new products
- Competitively priced
- Heavy national advertising support
- At least 40,000,000 purchases in 1972

**New Supersoft -
Britain's most popular
shampoo.**

BIO-FACIAL NOW DISTRIBUTED BY EYLURE NATIONALLY!

BACKED BY BIG SPACES FROM NOW TO DECEMBER IN:

* **The Sun**

12
INSERTIONS

* **NEWS of the
WORLD**

10
INSERTIONS

* **WEEKEND**

12
INSERTIONS

* **TVTimes**

10
INSERTIONS

* **NEW
MUSICAL
EXPRESS**

13
INSERTIONS

* **COSMOPOLITAN**

5
INSERTIONS
(Aug to Dec)

* **honey**

5
INSERTIONS
(Aug to Dec)

* **9**

6
INSERTIONS
(July to Dec)

* **LOOK NOW**

2
INSERTIONS



**SWISS BIO-FACIAL
CAN SAVE YOUR FACE IN AS
LITTLE AS FOUR DAYS.**

Swiss Bio-Facial is the new really effective treatment for spots, pimples and acne. It is so effective that when properly used it clears the skin within four weeks. Many people find major improvement within four days. Swiss Bio-Facial contains a powerful antibacterial agent, which is not contained in any other skin care product, in a pleasantly

fragrant emulsion that penetrates the skin to kill the harmful bacteria. Other special ingredients cleanse without any feeling of dryness or tightness and continue moisturising and caring for the skin long after the blemishes have disappeared. Save your face now - with Swiss Bio-Facial through Boots and other leading stores.

**SWISS BIO-FACIAL
'THE FACE SAVER'**

SK
Aristocrat
product

REACHING WELL OVER 30 MILLION FACES!

CONTACT YOUR WHOLESALE OR WRITE TO EYLURE NOW!

The Sales Manager, Eylure Ltd., Grange Industrial Estate, Cwmbran, Monmouthshire, NP4 2XR. Tel.: Cwmbran 66611

**PRESS
ADVERT**

26 May Vol. 199 No. 4862

The newsworthy for pharmacy
114th year of publication

Contents

Editor Arthur Wright, FPS, DBA
Deputy Editor R. E. Salmon, MPS
Markets Editor W. S. Bowman, MPS, MIPharmM
Technical Editors Adrienne de Mont, B Pharm, MPS,
 F. Preece, BSc, MPS
Beauty Products Editor Hélène de Klerk
Information Services I. H. Cotgrove
Price List Mary Mackintosh
Advertisement Manager James Lear
Advertisement Executives
 Foster-Firth, MPS
 John Thelwell
Production K. Harman
Contents ©

Benn &&

Official organ of the Pharmaceutical Society of
 England and of the Pharmaceutical Society of
 Northern Ireland

D. N. Sharpe re-elected to Council	677
Hospital pharmacists awarded pay freeze maximum	677
"Nationalise industry" call by SMA	677
Society's fees must rise next year	678
Three Charter medallists	678
Representatives refuse to support Council on EEC directive	679
Ministry knew tranquilliser costs—Roche	682
The Xrayser Column: Self-service	684
Comment <input type="checkbox"/> Silent "grass roots"	695
<input type="checkbox"/> . . . and a silent majority	
SHOPFITTING: Special section	697
Dissolution tests discussed by hospital pharmacists	705
Scottish Executive candidates	707
Recommendations for Scotland's NHS advisory structure	707

Appointments	684	On TV Next Week	689
Bonus Offers	690	People	684
Business Briefly	682	Postscripts	695
Company News	682	Prescription Specialities	689
Letters	705	Promotions	689
Market News	708	Trade News	690
New Products	687	Westminster Report	680
News in Brief	684	Classified Advertisements	709

Published every Saturday by Benn Brothers Ltd,
 25 New Street Square, London EC4A 3JA (01-353 3212) Telex 27844

Subscription Department, Lyon Tower, 125 High Street,
 Colliers Wood London SW19 (01-542 8575)

Midlands office
 240-244 Stratford Road
 Shirley, Solihull, Warwicks
 021-744 4427

Scottish office
 74 Drymen Road
 Bearsden, Glasgow
 041-942 2315

North East office
 Permanent House
 The Headrow, Leeds LS1 8DF
 0532 22841

North West office
 491 Chester Road
 Old Trafford, Manchester M16 9HF
 061-872 5151

Subscription Home and Overseas £8 pa
 £0.30 per copy (including postage)

Member Audit Bureau
 of Circulations



Mr D. N. Sharpe has been re-elected to
 the Pharmaceutical Society's Council (see
 677)



** mosquitoes*
relieves
*wasps **
the misery
*bees **
of holiday
** horseflies*
stings and
*gnats **
bites

Every sun-seeking holiday-maker should be prepared for a bite or sting and pack a large Wasp-eze for peace of mind.

Potter and Clarke Limited, Croydon.

D. N. Sharpe re-elected to Society's Council

But one of the retiring members have been returned in the Pharmaceutical Society's Council election. The only change in the election of Mr D. N. Sharpe, who regains the seat he lost in 1970, in place of Mr K. A. Lees who had been a member since 1968. Mr Sharpe is a proprietor, Mr Lees in industry.

The Society's president, Mr J. P. Kerr, tops the poll, and the highest votes for an unsuccessful candidate went to the youngest on the list, Mr D. J. Dalglish. The voting figures were as follows:—

ELECTED	
KERR, J. P.	5,289
BANNERMAN, J. P.	4,997
MYERS, J. A.	4,504
SPARSHOTT, D. E.	4,185
BALMFORD, J. E.	4,105
MADGE, A. G. M.	4,090
SHARPE, D. N.	3,618
NOT ELECTED	
DALGLISH, D. J.	3,512
HARPER, N. J.	3,504
LEES, K. A.	3,484
MADDOCK, D. H.	3,272
HOWARTH, W. H.	3,068
ROBINSON, C. H. P.	2,602
REYNOLDS, F. J.	2,214

A total of 29,755 papers were issued of which 10,138 were returned and 10,084 accepted as valid.

In the election for auditors 7,710 valid papers were received. The voting was:—Elected—HANBURY, J. C., 6,388; BROCKLEHURST, E. A., 5,694; JEPHCOTT, SIR H., 5,550; BRIGGS, A. H., 5,200; MATTHEWS, G., 5,074. Not Elected—SHAW, A. G., 4,556.

Pharmacy closures in April

A total of 45 pharmacies on the Pharmaceutical Society's register closed down during April, but 21 opened, giving a net loss of 24. Two closed in Scotland, three in Wales, four in London, and 36 in the rest of England. Three of the new premises are in Scotland, two in Wales, one in London, and 15 elsewhere in England.

SX-70 Future developments

Dr E. Land in his talk on "absolute one-step photography" to the Royal Photographic Society last week said that future development work on the film used in the Polaroid SX-70 camera system would include adaptation for the production of transparencies. Work is also being undertaken to design a suitable telephoto lens for the camera, he said. A close-up lens has already been produced.

On reliability, Dr Land commented that less trouble had been experienced with the electronic switches than with the conven-

tional variety, so further development would be to change the remaining mechanical switches in the camera into electronic ones. He said that one camera had taken 30,000 consecutive photographs without trouble. The camera will not be available in Great Britain before 1974.

Hospital pharmacists get 'freeze' limit

A meeting of the Pharmaceutical Whitley Council Committee "C" last week agreed a salary increase for hospital pharmacists of 4 per cent on all points of the scale and allowances, plus £52 per annum. The agreement is back-dated to April 1, and includes pro-rata increases in part-time and sessional rates.

The award would bring the approximate salary of the basic grade pharmacist Noel Hall scale up to £1,680-£2,130; principal: £3,140-£3,758; pharmacist pre-Noel Hall: £1,658-£2,070; chief pharmacist category V: 2,541-£3,469

Claims for 'fringe' medicines under scrutiny

Improved arrangements for the examination of medicinal claims for "fringe" products, such as health foods and herbal products are being discussed with the British Code of Advertising Practice Committee, according to the 1972-73 report of the Proprietary Association of Great Britain.

The report reveals that comprehensive monitoring of Press advertisements was carried out during the year, to ensure that those issued by non-PAGB members complied with the Association's code of practice. This code has been revised recently

by a subcommittee comprising mainly medical practitioners.

It is anticipated that final obligatory product labelling regulations will be promulgated during the year.

Unichem will not supply dispensing doctors

Unichem Ltd are to continue their policy of not supplying dispensing doctors directly.

Mr Geoffrey White, director of marketing, said that there had been an increasing number of requests from dispensing doctors who had been attracted to the benefits of joining Unichem, particularly in the West Country and East Anglia. However, any change in policy would have been "completely contrary to our basic principles of strong and positive support for the independent pharmacist". Unichem pass to the retail pharmacist all inquiries for service from dispensing doctors.

DITB wholesalers' course

The first management course to be run specifically for wholesalers by the London West area has been arranged for June 7.

The course, 'Signposts to Success in Wholesaling' is being held in the Stephenson Room at Euston Station. It is arranged in conjunction with Coopers & Lybrand Associates who produced the National Economic Development Office booklet Signposts to Success.

Intended for directors, managers and accountants who are concerned with using or providing an information system within a wholesaling business, the course deals with controlling cash resources, stock control and measures of performance.

Doctors refuse to prescribe sheath

Doctors have decided against prescribing the condom under the new NHS contraceptives plan. Local Medical Committees last week decided that they would not prescribe contraceptives which do not involve medical supervision of the user, and have instructed their negotiators to tell the Government their views. They are anxious that doctors who object on moral grounds should not be obliged to participate.

'Nationalise industry to avoid new thalidomide'

Sales of thalidomide would not have been pushed to the same extent if the pharmaceutical industry had not been so dominated by the profit-motive, claimed Dr. John Dunwoody, president of the Socialist Medical Association, on Sunday.

When thalidomide was being marketed the name Distaval was used "proudly". But since the tragedy the name had been dropped and the generic term was now used, he told the Association's annual conference.

On the re-organisation of the National Health Service, Dr Dunwoody said it was planned to take control away from local organisations and put it into the hands of four or five tier committees appointed by the Health Ministry, creating "an enormous bureaucratic juggernaut." There

would be a public outcry if they tried to reorganise education or housing in the same way, he said.

The conference in a resolution later urged that the drug and pharmaceutical industry should be put under public ownership "to prevent in the future the occurrence of thalidomide-like tragedies."

Moving the resolution Dr C. Thomas said: "The health of an individual is more important than the profits of an industry—and make no mistake the consumer pays, not the shareholder and not the company."

Another resolution, moved by Mr P. Norman, Sheffield, called for an urgent campaign to educate the public about the uses and abuses of drugs in common use.

Society's fees must rise next year

The Pharmaceutical Society's fees cannot be held at their present level for another year, the treasurer, Mr H. Steinman, told the annual meeting in London last week. He said that the surpluses earned in 1971 (from an increase in fees) and in 1972 (from sales of Martindale) had allowed the Society to get rid of an overdraft and to have a small reserve—but not enough. In the years 1974-76, there would be no major publication and without an increase in fees the Society would be in deficit.

Mr Steinman promised that the increase for next year would be kept as small as possible and although the "freeze" did not apply, the Society had to convince the Privy Council that the increase was justified—"and that is the membership's greatest safeguard".

Lambeth costs covered

However, Mr Steinman was confident that the cost of the new headquarters building at Lambeth could be paid for out of money received for Bloomsbury and would not fall on the fee income.

The president, Mr J. P. Kerr, referred to delays in the granting of planning permission for Lambeth and the reformation of committees as a result of the recent municipal elections. Nevertheless, building was expected to start in October. The local archaeological society had sought permission to excavate the site first, and it was hoped that some of the results might be shown during the London Conference in September.

Dealing with Britain's EEC entry, Mr Kerr said that pharmacy was now expected to "lead the field among the professions" in the matter of freedom of movement and establishment. This is not something of our choosing, and we are not particularly happy in being the first considered. How-

ever, it has had the effect of bringing our problems to the consideration of other professions in this country, and particularly problems in the field of education. In this respect at least, all professions are similarly affected."

Mr Kerr, who was presenting the Council's report for 1972, regretted that the Society was not an enforcing authority under the Misuse of Drugs Act (the authority is the police). "We have made the strongest representations, but to date without success."

Reporting that the Department of Health have indicated acceptance of all points of principle which the Society, the Guild of Hospital Pharmacists and the Central Contractors Committee have put forward in relation to pharmaceutical advisory committees under the reorganised NHS, the president hoped the question would be finally resolved with officials of the Department next month.

During discussion of the annual report, Mr L. Skalla complained that the NHS Reorganisation Bill named medical, dental, nursing, and ambulance services among the

responsibilities of the Secretary of State. Mr Skalla believed that pharmaceutical services should be added "for prestige". In reply the president recounted the progress of this clause during the Bill's various stages and said that the Secretary of State had promised to consider the need to add words to the clause to remove any doubt that medical services in the broadest sense were covered.

Mr S. Durham sought information on the response to the Society's plans to stimulate research in the general practice. The president replied: "Extremely poor. I am sad to say." Council was again bringing the question to the attention of schools of pharmacy and the Regions.

Members working party to study STV system

The meeting carried without further discussion, a motion by Mr J. T. Mearns instructing Council to set up a working party of members to study the advantages and disadvantages of the single transferable vote system and the X system of voting and to make recommendations.

Mr Mearns said the suggestion had been adopted by two branch representatives meetings, but the system had been considered and rejected three times by Council. He argued that a Council elected by one system was unlikely to want any change. Seconding, Mr R. Medlow said it was not for Council to decide how it should be elected, but for the membership. In reply to the president both said they would serve on the working party if invited.

Three Charter Medallists

Two Charter Gold Medals were presented at the annual meeting—both to pharmacists who had completed 26 unbroken years' service on Council.

Miss Mary A. Burr was the Society's second woman president in 1962-63 and has a distinguished public service record, particularly in relation to Nottingham University, the British Red Cross Society (in which she is a divisional president) and community health services.

Mr Harry Steinman has been the Society's treasurer since 1963 and was presi-

dent 1955-56. Equally prominent in the National Pharmaceutical Union, he was chairman in both the silver and golden jubilee years. Mr Steinman has also served on many local and national NHS bodies.

Complementary to the gold medals awarded for services to the profession nationally, is the Charter Silver Medal for services locally, the recipient this year being Mr R. S. Morrison of Inverness. A member of the Society's Scottish Executive, he is also a member of the Pharmaceutical General Council (Scotland).

The president Mr J. P. Kerr, presents Charter medals to Miss Burr (left), Mr Steinman (centre) and Mr Morrison (right)



Representatives refuse to back Council on EEC directive

Council's acceptance of the EEC draft directive on the retail sale of medicines was opposed by Pharmaceutical Society Branch Representatives, meeting in London last week.

The representatives rejected a motion from Bedfordshire Branch which called upon Council to pursue its present policy, particularly in regard to the "principle" of pharmacist-ownership of the medicines he supplies and the equipment he uses. Proposing, Mr R. S. Orkney indicated that the purpose of the motion was to show that Council was acting with the support of the membership as a whole in its EEC discussions.

Against the motion, Mr L. Priest, West Middlesex, said the principle would be detrimental to the employee pharmacist, who would have to seek capital from a finance house and a franchise from the owner of the premises. Where would he stand in a conflict between the two interests? The employer would have difficulty in finding buyers for stocks and equipment in his branch pharmacies and many would have to close, so depriving the community.

On restriction of goods a pharmacy might sell, Mr Priest argued that the profession was being asked to contract when everyone else was expanding—which would very much suit the drug store and the grocer! To make up the loss, fees for dispensing must be more than doubled. Council should not be tied in their negotiations, said Mr Priest. In Europe it was a matter of "horse-trading".

Other speakers also voiced the uncertainties of the employee pharmacist. One saw it as the "death knell" for them, and another felt that it was a "leap into a dark and obscure European future" and that negotiations should be from strength.

Giving the opinion of Council the president, Mr Kerr, saw merit in the sixth principle, but it must take into account the UK situation. The thinking behind it was that by reason of education and the acceptance of a professional ethic, pharmacy could serve a protective role in the use and misuse of drugs, but the pharmacist must take responsibility for what he sold. The motion was defeated.

Individual responsibility

A Sheffield motion calling for greater individual responsibility for the pharmacist was also lost. Mr S. Durham said there were strong feelings within the branch concerning the motion, but they wished to promote discussion. He proposed that the Council should seek ways to promote legislation ensuring that no individual pharmacist, partnership or body corporate may have more than one premises providing NHS services, and that the pharmacist is actively responsible for the pharmacy is

party to the contract and receives the professional fees for the NHS dispensing. The branch felt professional service was important and that a suitable environment was needed to support it. The general practice pharmacist was the only member of the health team who knew the patients as people rather than computer letters.

The chairman of the Law Committee, Mr Balmford, gave Council's view that there were legal difficulties. More than a third of Britain's pharmacies were not individually owned. The first part of the motion had the effect of limiting each pharmacist to only one shop, and he wondered what the position of the pharmacy manager would be under the second part. The motion was defeated without the sought-after discussion.

Public relations

The fact that the public are still largely ignorant of matters pharmaceutical prompted Chester Branch to propose that the Society make every effort to improve and strengthen its public relations. Mr R. E. Bowden said we need a biased publicity campaign at local and national level to explain such topics as "why your town will not support a pharmacy"; why most medicines require a prescription and many of them cannot be sold in the absence of a pharmacist; why pharmacy is proud to be a private enterprise and why it takes the most educated man on the high street to count tablets. This campaign would tell the public what a grand job we were doing and "perhaps even the Ministry might learn what we do for a living".

Mr L. Priest, West Middlesex, felt that the motion should mention the excellent results achieved by the Society's Press officer. In 1971, 464 articles publicising views of the Society appeared in the Press, and 35 minutes of BBC radio time and 20 minutes of television coverage were devoted to pharmaceutical matters; in 1972 these figures were increased to 780 Press items, 62 minutes on radio and 24 minutes on TV.

Mrs B. J. Young, Bristol Branch, suggested that individual members should carry out their own publicity and not leave it to the Council. Time spent in explaining to customers why the pharmacist did what he did, would do far more for the image of pharmacy than any artificially stimulated publicity in the Press. Although "there can be no substitute for Mr Ferguson on 'Woman's Hour'", the individual is still the best form of publicity, she said.

Continuing on the theme of publicity campaigns, Mr E. C. Pomeroy, Portsmouth, later put forward a motion urging the Department of Health to conduct regular campaigns designed to reduce accidental poisoning by stressing that all medicines

should be kept out of the reach of children. He suggested that the Department should issue notices in the Press and on TV—even to the extent of flashing a warning across the weather map once a week after the news.

Mr E. W. G. Dilkes, Walsall, suggested that these campaigns should also include information on the disposal of unwanted medicines.

Students

Several motions concerning the status of students were tabled. Mr A. J. McDermott, Cardiff, proposed that the by-laws should be redrafted to recognise officially the new position of pharmacy students in the Society's affairs. He said that the by-laws related to the register of students linked with the PhC diploma. Dr D. Bailey, Cardiff, stated that although a new wording was not proposed, he hoped to encourage students' interest in the Society's affairs.

In proposing that the Council should take measures to ensure that pre-registration graduates are afforded the rights of former students, Dr W. E. Court, Bradford, asked the Society to spell out students' rights. Mr A. Howells, chairman of the Organisation Committee, stated that with the degree courses, there is no requirement for student registration but they are encouraged to be members of the BPSA. The graduate and branch secretary are both notified that the postgraduate student can attend the branch meetings.

The drop in the number of pharmacy graduates entering industry was of concern to Dr T. Eaves, Harrogate. He suggested that one reason was that a pharmacy graduate could not obtain membership of the Society without undertaking six months retail or hospital practice, whereas a chemist could get his ARIC from working only in the industry. Proposing a form of membership that would provide recognition as persons qualified to supervise and control the manufacture of medicines in industry within the EEC, he said that the Royal Institute of Chemistry were recommending a certificate of competence for chemists to work in the EEC.

Other speakers disagreed that a period of six months outside industry caused a potential loss of recruitment. Dr M. Rogan, Leicestershire, said the reason was work conditions and suggested that increasing numbers of sandwich courses would reduce the problem. The Council's view was expressed by Mr Kerr who said that the functions of a qualified person in manufacture and quality control should be professional as well as legal, and only a registered pharmaceutical chemist met that need. The motion was lost.

Continued on p780

'Look ahead ten years'

Continued from p679

There was not a lack of manpower surveys, but an apparent non-use of the results, suggested Mr G. Veitch, Birmingham. He proposed that Council should take steps to formulate a policy specifying the optimum annual number of students necessary for maintaining a professional pharmaceutical service, suggesting that there was an overproduction of pharmacists. Mr F. Edwards, seconding, stated that the Society's message was successful and he, as a branch careers officer, faced the prospect of telling fifth and sixth formers what the profession would be like when they graduated in 1978 or 1980.

The president pointed out that the Council had a committee considering the problem and it would soon present an interim report—but the policy would have to be flexible. The motion was carried.

A working party to look into the future pattern and practice of pharmacy was called for by a motion tabled by Leeds Branch. Mr Gordon said the motion should be a spur to Council as there was a constant feeling of insecurity in the profession. There was still a struggle to define the pharmacist's role in health care and the profession had no definite aims. Many previous motions dealt with pharmacy piecemeal, he said, but there was a need for overall planning.

Mr J. P. Bannerman, chairman of the Practice Committee, said that Council were already taking action but that any report would take a considerable time, and not just a few months.

Prescription errors

Writing of prescriptions by doctors' receptionists was seen as another link in the chain leading to possible errors. Mr R. Poynter, Coventry, proposing a motion that the new prescribing requirements for controlled drugs should apply to the prescribing of all medicines, suggested that many errors caused by receptionists writing pre-signed prescriptions may slip by daily. Mr C. Mellor, Stockport, commented that many newly-qualified doctors prescribe badly due to ignorance of what is required. He felt it was a function of the Society to bring home to the BMA that bad writing must cease—pharmacists should refuse to dispense unless all the information was on the prescription. Mr S. F. Wain, Stockport, said that pharmacists could not tell doctors how to run their businesses and that if the prescription was written by the receptionist, at least it could be read. The motion was carried.

Mr W. A. Molton, Southport, proposing that dispensing undertaken in doctors' surgeries and family planning clinics should be subject to the same supervision as dispensing in pharmacies. Mr J. Hendra,

Cornish, was successful in proposing an amendment that "control" be substituted for "supervision" and said that success in securing the services of pharmacists everywhere was unlikely, but pressure for similar controls was in the public interest. The amended motions were carried.

The Council was asked by Folkestone Branch to approach the ABPI with a view to standardisation of foil pack sizes and also to request the Department of Pharmaceutical Sciences to design a rigid container suitable for dispensing these products. Mrs N. Davies said that the practice of dispensing foil-packed tablets in skillets is unsatisfactory as they soon become tatty and unprofessional in appearance. Three standard sizes of container could be introduced to cover all possibilities of tablet size.

Mr Bannerman said these proposals had already been discussed with the ABPI. Foil packing is expensive and the manufacturers' concern is to produce the smallest size of pack in keeping with the product, he said. Those manufacturers having already standardised their packaging would be reluctant to go to the expense of changing it again and some standardisation would have to precede the introduction of rigid containers.

Mr W. A. Mollon, Southport, suggested that a rigid container of similar design to the flat packet of cigarettes would be ideal—there would be sufficient room for labelling, the pack could be easily stored on dispensing shelves and conveniently carried in pockets or handbags without the patient having to transfer tablets from the original container.

Professional image

Nowadays all pharmaceutical features have gone, and a pharmacy has to distinguish itself by spelling out "chemist" in big letters, reducing the name of the proprietor to small letters, said Mr J. Bolton, Finchley. He suggested the setting up of a department at Bloomsbury Square for the collection of information and ideas incorporating design, layout and production of useful displays, signs and notices. In proposing the motion that the Society should actively encourage general practice pharmacists to give a professional appearance to their pharmacies, he argued "that the Society should do for the professional side what the NPU has done from the business angle".

Mr G. Burness, Northern Scottish, questioned the value of pharmaceutical antiques and thought it was only sensible to try to compete to make a profit. Mr M. Gordon, Leeds, stated that he had a thriving professional business with carboys and ointment jars occupying his window.

Other motions accepted

☐ Paragraph 4 of the Byelaws, Section III, Fellows, the words "of not less than twenty years standing" should be deleted.

☐ Council should continue to pursue actively a policy of planned distribution of pharmacies and the supply of medicines through pharmacies only.

☐ The present scheme for the testing of medicines and appliances in the NHS is very unsatisfactory and should be replaced by a new scheme placing the emphasis on

quality assurance instead of the integrity of the supplier, and applied at all places where medicines and appliances are distributed to the public.

☐ The range of medicines which retail pharmacists are legally entitled to sell without prescription should be extended so that the rights of pharmacists become more in keeping with their responsibilities.

☐ Pharmaceutical manufacturers should supply small packs for use when small quantities are occasionally prescribed. The fact that large packs only are available often leads to unnecessary stock.

☐ Treatment cards warning patients about drug interactions should be standardised and produced by the Department of Health after agreement on content with relevant organisations.

☐ The Society should continue to oppose the advertising of medicines to the general public.

A motion calling for the extension of requirements for labelling of dispensed medicines to include certain additional specified warnings was defeated as was a motion that branches publishing a regular newsletter should receive a supplementary grant.

During the meeting Mr Kerr stated that a letter had been sent out by the ABPI to manufacturers recommending that product literature should be written for the pharmaceutical as well as the medical profession.

Westminster report

Tranquilliser stocks

Sir Keith Joseph has refused to "safeguard" wholesale chemists against losses incurred following Librium and Valium price reductions ordered following the Monopolies Commission report. Replying on Tuesday to Sir John Langford-Holt, he said that the price paid to chemists for NHS dispensing would not be reduced until June 1, allowing several weeks for wholesalers and retailers to clear old stocks.

Fair Trading Bill

A new clause defining "consumer trade practice" was added to the Fair Trading Bill in the Commons last week. The definition covers:

☐ the terms or conditions (whether as to price or otherwise) on or subject to which goods or services are or are sought to be supplied.

☐ the manner in which those terms or conditions are communicated to persons to whom goods are or are sought to be supplied or for whom services are or are sought to be supplied.

☐ promotion (by advertising, labelling or marking of goods, canvassing or otherwise) of the supply of goods, or of the supply of services,

☐ methods of demanding or securing payment of goods or services supplied.

☐ the way in which goods are packed or otherwise got up for the purpose of being supplied.

What your customers will start looking for each month.



APOCAIRE VALUE

*Exclusive
Brand Leader
Promotions*

Each month your customers will look for this Apoaire sign because this sign is going to mean value.

Value approved by someone whose opinion they trust...yours.

Apoaire is a guarantee of exclusive promotions. They're national branded goods and they change every month.

Your customers will appreciate this.

Your sales will increase, your profits will increase.

And you can participate in Sangers "Points to Profit" scheme.

APOCAIRE VALUE SANGERS

DEPOTS AT: BEDFORD, BELFAST, BOURNEMOUTH, BRIGHTON, BRISTOL, CROXLEY GREEN, EXETER, LIVERPOOL, LLANDUDNO, MAIDSTONE, MITCHAM, PLYMOUTH, READING, STAMFORD HILL, WEMBLEY.

Company News

Boots trading profits at peak £57.57m

Trading profit of Boots Co Ltd in the year ended March 31 were at a record level for the group at £57.57m against £35.09m in the previous year.

Net world sales totalled £368.06m (£303.54m) from which the profit, after tax, was £33.91m (£19.69m). Taxation takes £22.81 (£14.54m).

The directors are recommending the payment of a final dividend of 2.6425p per share which together with its associated tax credit is equivalent to 3.775p per share gross dividend under the system of taxation operative before April 6. This dividend together with the interim dividend makes a total of 5.775p per share for the year (5.5p). The directors say that a larger dividend increase is precluded by the Government's counter-inflation measures.

Wellcome Trusts £2³/₄m for research

"The development of understanding of medical problems is usually held back because the basic scientific knowledge is lacking." The ninth report of the Wellcome Trust covering the years 1970-72 published this week contains a seven-point plan for the allocation of £2³/₄m during the current year.

The grants listed in the ninth report bring the total amount donated to nearly £23m since the death of Sir Henry Wellcome in 1936.

Within their total income of £2,750,000 the trustees have agreed targets for helping research in the universities and elsewhere.

The largest single figure, £450,000 is allocated to foster research in tropical medicine through the maintenance of centres overseas and to encourage recruitment and training for research in that field.

Grants for buildings and for equipment now represent only 1 per cent and 4 per cent respectively of the Trust's allocations.

Optrex director visits US and Brazil

Mr H. M. Seward, managing director of Optrex Ltd, has recently completed a six-week visit to the United States and Brazil.

A major achievement for the company in the US was the completion of legal formalities enabling Optrex to be imported into this valuable market. Policies formulated during Mr Seward's visit include those covering new products and packaging. Targets were agreed which will result in the doubling of sales of alginate wool to the US during the coming year.

In Brazil, Mr Seward finalised a re-organisation of Optrex interests and

arranged the purchase of the trade marks from the local company.

S & N group profit higher

Group profit, before tax, of Smith & Nephew Associated Companies Ltd at £2.19m was up 20.2 per cent in the 12 weeks ended March 24 compared with the same period in 1972. Group profit, after tax, was up 15 per cent at £1.21m. The years are not strictly comparable since the tax system was changed by the Finance Act 1972 and the 1972 figures include the profits from their holding in Jeyes Group sold in November 1972.

Greeff Chemical results

Group profit before tax of Greeff-Chemicals Holdings Ltd for 1972 was £441,736 (£480,013 in 1971) which figures include income of £312,202 (£363,202) from investments. A proposed final dividend of 6.675 per cent compares with 8 per cent final in 1971, both interims being 5¹/₂ per cent.

Chemists wound up

M.K. Chemists Ltd, whose registered office is at 7 Chelverton Road, Putney, was compulsorily wound-up in the High Court on Monday.

Mr Justice Megarry was told that they were debenture holders for £5,900 which had become immediately repayable and had not been repaid by the company. There were six other creditors supporting the petition for a total of £617. M.K. Chemists were not represented.

Researching coccidiosis

A new coccidiosis research unit was opened last week at the Berkhamsted Hill Research Station of the Wellcome Foundation Ltd. The new laboratory has been designed to test 5,000 to 6,000 chemical compounds each year. It will also help to maintain and propagate laboratory strains of coccidia used in screening and explore drug resistance to new compounds.

Briefly

R. Weston (Chemists) Ltd have opened a branch at 81 London Road, North End, Portsmouth. This store will be under the management of Mr M. A. Starke.

Mitchum-Thayer's UK operations now based at 86 Brook Street, London W1Y 2BA have appointed Mr D. A. J. Nugent their sales manager. His appointment is part of the expansion programme being implemented; up to seven new products will be introduced in 1973.

Ministry knew costs—Roche

The Department of Health and Social Security was accused by Mr Richard Yorke, QC, of probably not telling the truth over knowledge of the manufacturing prices of drug compounds imported into Britain from Italy, when the House of Lords Special Orders Committee resumed the Roche tranquilliser hearing (last week, p.662) on Monday.

Mr Yorke said: "There is the question whether the Department has been telling the truth when it told the Minister that the Department did not know the Italian manufacturing prices of Librium and Valium until some time in the summer of 1971. Although monumental incompetence is a possibility, the probability is that the Department were not telling the truth and knew they were not telling the truth. It is possible to identify the names of the very senior officers in the Ministry who know the truth and as they are civil servants and cannot defend themselves, I shall not give their names in public."

Mr Yorke said that for several years the Ministry had been importing from Italy. "If the Secretary of State did not want to make a telephone call to Italy, he could have looked up Customs and Excise returns and found out. In fact in October 1969, the Ministry were reading the report of patent cases which told them the Italian prices."

Earlier, Mr Yorke attacked the Monopolies Commission for saying that the character of the companies' promotional material was such that substantial economies could be made. Roche's promotional material had never been investigated by the Commission at all, said Mr Yorke.

Mr Kenneth Jupp, QC, opening the formal reply for the Department of Trade and Industry, said the Government had acted promptly in ordering cuts to the prices of the drugs because the Swiss company had wanted to criticise "the course of justice", and this the Secretary of State was not prepared to allow.

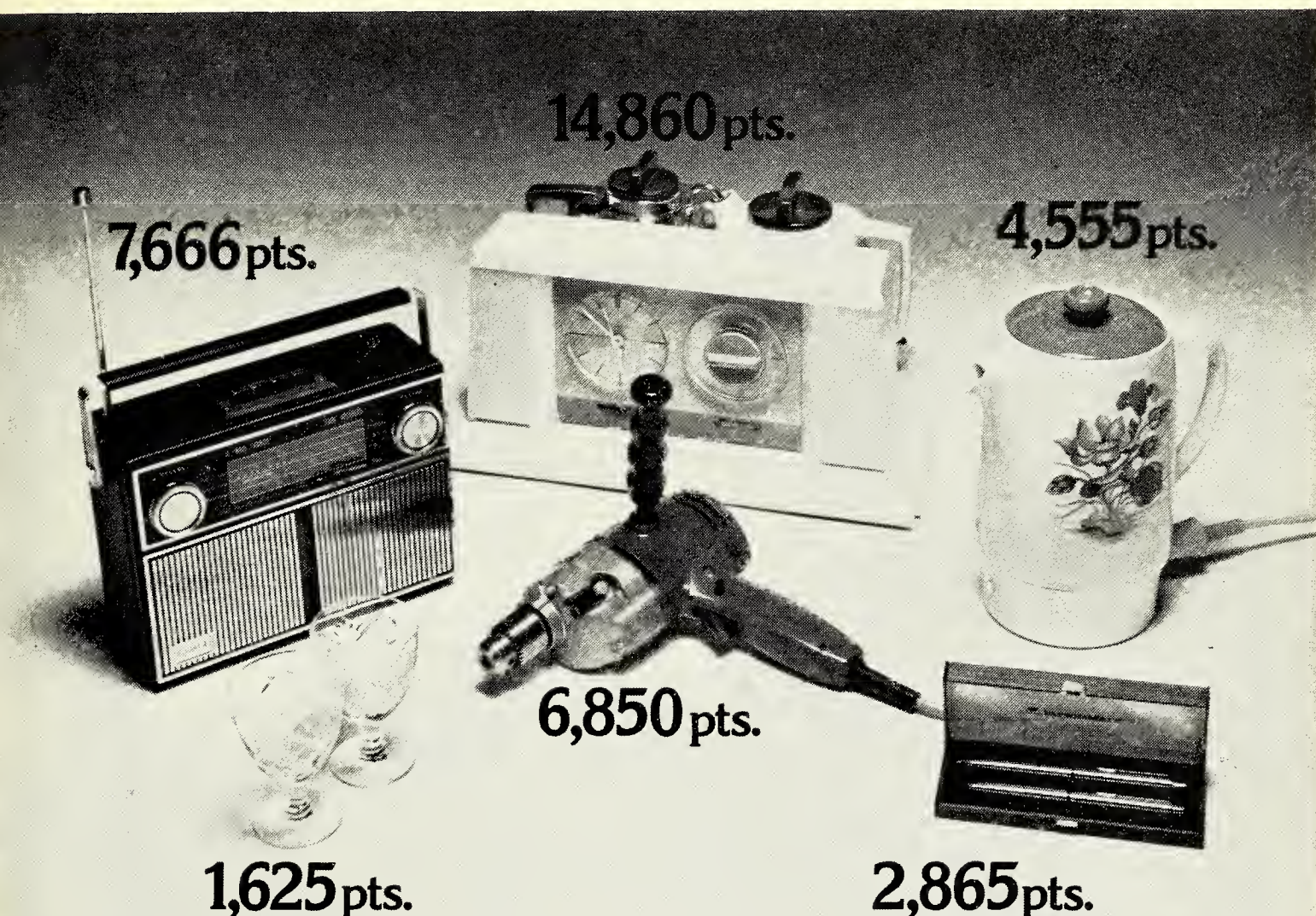
He suggested it was not for the Secretary of State to go into the rightness or wrongness of the commission's findings. Had he not acted quickly he would have been open to "considerable criticism".

Counsel said the Monopolies Commission had asked for the value of worldwide research costs for "ethical" products, but Roche had refused to supply this information. Drawing attention to the company's work in aromatics, flavours, colouring agents, he declared: "We don't know what research costs cover."

Referring to figures which Mr Yorke had said the Commission had ignored, Mr Jupp stated it was well aware of those figures, which had been produced for the Patents Commissioner. The Monopolies Commission was not "born yesterday".

The hearing was adjourned.

Why you should have Apocaire exclusive promotions on display each month.



Each product featured in Apocaire's monthly promotion carries a value. A points value.

You accumulate these points to exchange for items from a superb range of gifts.

By displaying the Apocaire promotions, your customers will appreciate the effort you are making to give them value for money.

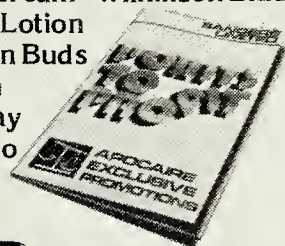
Your sales will increase. Your

profits will increase.

And you will rapidly collect a host of gifts from the Sangers "Points to Profit" Gift Brochure.

June Apocaire Promotions

Alka-Seltzer Badedas Vaseline Jelly
Colgate Dental Cream Wilkinson Blades
Johnson's Baby Lotion
Johnson's Cotton Buds
Kleenex for Men
Sunsilk Hairspray
Sunsilk Shampoo



APOCAIRE VALUE
SANGERS

DEPOTS AT: BEDFORD, BELFAST, BOURNEMOUTH, BRIGHTON, BRISTOL, CROXLEY GREEN, EXETER, LIVERPOOL, LLANDUDNO, MAIDSTONE, MITCHAM, PLYMOUTH, READING, STAMFORD HILL, WEMBLEY.

People

Lord Provost D. McL. McIntosh, MPS Chairman, Association of Scottish Hospital Boards of Management, chaired a meeting last week at the Joint Health Services Conference in Peebles. The meeting was entitled "The health service: achievements of the past and hopes for the future".

Mr McIntosh has recently been appointed to serve on the new Grampian area health board (*C&D*, May 19, p.640).

Deaths

Taylor: Recently, Mr Kenneth Taylor, MPS, 8 Furnace Parade, Furnace Green, Crawley, Sussex, aged 59. Mr Taylor qualified in 1935.

Appointments

World Health Organisation: Dr M. Mahler, Denmark, has been appointed director-general. Previously he was assistant director-general and succeeds Dr M. G. Candau.

Department of Health and Social Security: Two appointments of Principal Pharmacists have been made recently to the staff of the Pharmaceutical Division of the Department.

Mr D. S. Nunn succeeds Miss C. E. Mozley-Stark, MBE, FPS, who retired on December 31, 1972. Mr Nunn, who has had experience in private and multiple pharmacy and joins the Department from Glaxo Laboratories, will be primarily concerned with matters affecting retail pharmacy. Also appointed is Mr J. A. Wandless, who will be concerned with professional practice in hospital pharmacy. Mr Wandless was responsible for the setting up of the Region's SE Metropolitan quality control laboratory at Woolwich Memorial Hospital, where he was chief pharmacist and was a member of the Pharmaceutical Services Committee for Thamesmead.

Syntex Corporation: Dr A. Bowers has been elected vice chairman. After graduating from London University with a BSc degree in chemistry, Dr Bowers earned a PhD degree in organic chemistry from the University of Manchester and pursued post-doctoral studies under a Fulbright Fellowship at Wayne State University, Detroit, USA. He joined Syntex in 1956.

Queen's University of Belfast: Mr Richard W. Saunders has been appointed to a lectureship in the department of pharmacy. Mr Saunders graduated from Queen's with a first class honours BSc in Pharmacy in 1969 and has been working in the department as a post-graduate research student in pharmaceutical chemistry.

Mediline (UK) Ltd have appointed Mr K. S. Coldman marketing manager for Bio Facial.

Topical reflections

BY XRAYSER

Self service

I note that in a recent hearing of the Statutory Committee of the Pharmaceutical Society the question of "self-service" in relation to medicines, particularly poisons, was under review. The chairman (Sir Gordon Willmer) said that the Committee thought the exhibition of medicines containing poisons on self-service counters was a most undesirable practice. It came to him, Sir Gordon went on, as a complete surprise as a layman to find it permissible at all.

I would agree entirely with his conclusion (and that of the Committee) that such a practice is highly unsatisfactory. The same thought had occurred to me when on holiday a few months ago I found it necessary to make a purchase in a pharmacy. I found, offered on the stand, such things as compound codeine tablets and proprietary medicines of like composition over which no proper control could be exercised. It was simply a case of the customer being invited to lift the article and hand over the money, and the vitally important function of the pharmacist exercising a professional and discriminatory role was not in evidence.

I witnessed several transactions of the kind, differing in no wise from the sales at other counters of such things as—but since it was a holiday resort I had better not particularise.

If the claim is to be that the purchase of medicines from the pharmacy offers safeguards, it must be extremely difficult to sustain if the public is in a position merely to lift a product without the need for any conversation at all. And if accessible to adults indulging in self-selection it would seem that theft by children could not be ruled out.

Need for care

Allowing for the fact that the pharmacist has the right to sell drugs—and perhaps also the right to live—it should always be remembered that drugs are not ordinary articles of commerce. And when I say that I am not confining the question to one of poisons alone. It may be regarded as good business to sell 100 aspirin tablets when the customer originally wanted only 25, but no pharmacist with a professional conscience could derive any satisfaction from such a transaction.

I have been surprised by the number of firms producing proprietary medicines containing poisons who supply neat little display outers for the counter, putting the pharmacist who handles them in danger of falling into the trap of permitting a degree of self-selection.

There are some which, on the face of it, seem to be comparatively innocuous—throat lozenges and pastilles and the like—but Parliament has recognised that the pharmacist has qualifications which single him out from shopkeepers in general. A continuance of such recognition lies in the hands of the pharmacist himself. If the remarks of Sir Gordon cause us to examine our surroundings afresh, they can do nothing other than good.

News in brief

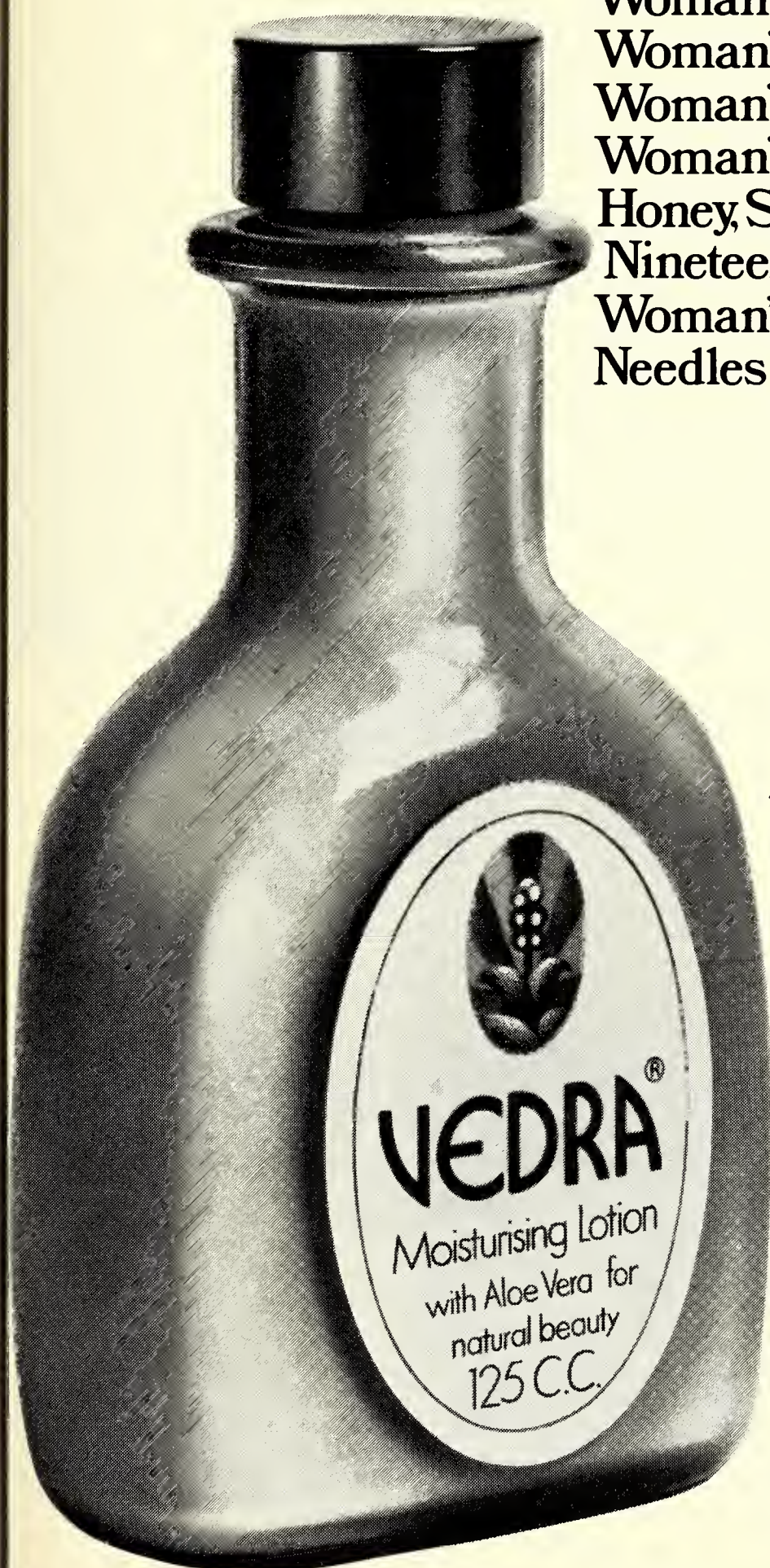
□ The wholesale premises of May Roberts & Co Ltd, Stamford Hill, N. London, were broken into last weekend, resulting in a considerable loss of toiletries and sundries stock and property damage.

□ A Grand Jury in Louisiana, USA, has charged an associate professor of medicine

with falsifying reports supporting new drug applications submitted to the Food and Drugs Administration.

□ The UK comes bottom of a list of seven developed countries in health spending as a percentage of gross national product, according to an Office of Health Economics report, which points out that the NHS could be giving better value for money. The order is: Canada, USA, Sweden, Netherlands, West Germany, France and the UK.

The latest face in Vogue,
 Woman's Own, Petticoat,
 Woman's Realm, True Romance,
 Woman's Weekly, True Story,
 Woman's Story, Annabel,
 Honey, She, Good Housekeeping,
 Nineteen, Looking Good,
 Woman's Journal, Pins &
 Needles and Woman & Home.



The latest face in vogue is
 a small blue bottle.

A beautiful bottle that'll
 look great on your counter
 (it'll be there for about
 5 minutes).

● Because Vedra is the new
 moisturiser from CIBA-GEIGY.

● Launched with a national
 press and TV campaign of
 £105,000.

● 85% of all the women in
 England will see our beautiful
 colour page ads. and the
 stunning TV commercials.

**CAMPAIGN BREAKS NOW.
 STOCK UP WITH VEDRA.**

And prepare for the seige.
 (Contact your usual wholesaler now.)



Spring means a bonus offer of 'Tyrozets'

Spring is here—and so too is the bonus for 'Tyrozets'.

Really attractive terms are now being offered on these quick-selling lozenges. But hurry—you've only got until 31st May to order these effective throat lozenges for maximum return.

Ask our representative or contact us for the details.



A 'Pharmacy only' product.

Each 'Tyrozets' Lozenge contains 1 mg tyrothricin and 5 mg benzocaine BP.
Retail price, 14p per vial of 12 including VAT. 'Tyrozets' is a registered trademark.



Merck Sharp & Dohme Limited, Hoddesdon, Hertfordshire
Telephone Hoddesdon 67123

New products and packs

Over-the-counter medicinals

Tissue for anal pruritus

Sterling Health have added to their range Lantex, a moist anal tissue, specifically for the 2 million adults who suffer from pruritus ani. The product will be launched in the national Press, with advertising breaking at the beginning of June.

Lantex tissues (10 sachets, £0.23) clean away the detritus and bacterial contamination which are frequently the cause of pruritus ani. Containing cleansing agents methyl benzalkonium chloride, emollients and alcohol to clean and give coolness, Lantex is being supplied to chemists only (Sterling Health Products, Surbiton, Surrey KT6 4PH).

Cosmetics and toiletries

Deocologne by 4711

Deocologne from 4711 combines a fragrant cologne with the protection of a deodorant or antiperspirant ingredient (£0.66). The new product is available as a Deocologne Deo-spray; an all-over body spray incorporating a deodorant ingredient available in two fragrances: tangy Fresh fragrance which comes in a lime-green 150g can or spicy Tobacco fragrance in a chocolate-coloured can. Both fragrances have been designed to appeal to women and men.

It is also available as Deocologne antiperspirant in a misty blue can which is claimed to reduce the build-up of perspiration "over a long period" as well as containing a refreshing cologne fragrance (Scott & Bowne Ltd, 50 Upper Brook Street, London W1Y 2AE).

Outdoor Girl additions

Lipslick is an automatic lip brush (£0.39) from Outdoor Girl which incorporates a gloss formula in the barrel. Also new from Outdoor Girl is Tanfastic Xtra lotion (£0.49) which they describe as a "double strength fake tanning lotion" that is moisturising and contains a sun screen to prevent burning.

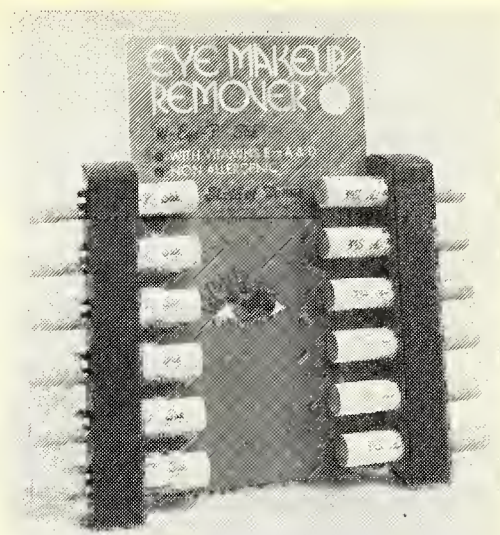
They have also introduced new colours for the eyes in their pressed shadow, pearly highlighter and shadow stick ranges (Outdoor Girl, Surbiton, Surrey KT6 7LU).

California range increased

The California range of products from Max Factor come in a bright selection of colours aimed particularly at the young market. The range has been extended to include California Cheek 'n' lip glossers which are a collection of four glossers to be used on either cheeks or lips (£0.50); California Eye Makers, a collection of six colour-toned duets of pressed powder eye shadow (£0.55) and three more pearly shades of California Eye Glossers (£0.43).



Packs for the Cheek 'n' lip glossers are containers with transparent lids, the Eye Makers are presented in see-through rectangular compacts complete with telescopic applicator and the new Eye Glosser shades come in transparent tubes. Available to all branches of Boots and selected chemists (Max Factor Ltd, 16 Old Bond Street, London W1X 4BP).



All-purpose makeup remover

W-Eye-P Stick (£0.66) from Lon (UK) Ltd is an eye and lip makeup remover presented in a handy "lipstick" form. It is said to be based on natural ingredients and includes vitamins A, D and E so is suitable for all skin types. W-Eye-P stick is supplied in outers of 12 (Lon (UK) Ltd, 58 Russell Square, London WC1B 4HP).

Triple-action bubble bath

Roger & Gallet have launched a bubble bath in four of their fragrances: Bois de Santal, Oeillet, Fougere and Rose The. The new bubble bath, which contains vitamins A, B and D, is said to have a triple action: softens and cleanses the skin as well as being astringent, revivifying and mildly disinfectant.

Continued on p689



How to fill your shop with beautiful women.

Stock VEDRA®
moisturiser now
contact your usual
wholesaler.



National TV
and Magazine
advertising
starts now.

CIBA-GEIGY (UK) Limited
Consumer Products,
Simonsway, Manchester, M22 5LB

We're making a couple of offers your customers can't refuse!



**3½p-worth of Cuticura Soap
FREE with the large Talc.**

3p OFF Cuticura Shave Foam.



AND FOR YOU: even more sales, even more profit.

Soap Offer display bonus, 12 charged as 11 • Shave Foam Offer special terms so you maintain cash margin.

Cuticura® keeps everybody happy.

CUTICURA LABORATORIES LTD., MAIDENHEAD, BERKS.

Promotions

on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Cachet additions

In a special, summer-only promotion, Prince Matchabelli have added two products to their Cachet fragrance range: Perfumed Powder Mist and After Bath Splash.

Perfumed Powder Mist is a spray-on Cologne, in a fine soft powder form, designed for use all over the body, and which is claimed to have an immediate cooling effect on the skin. Presented in a 803 slender aluminium aerosol dispenser (£1.25), overprinted in burgundy. A consumer leaflet will be available at point-of-sale.

After Bath Splash is a lightly perfumed cologne in one size only—240cc (£1.10).

A special pre-pack counter display unit with a cool pale blue leaf tracery design is available for this summer promotion and as well as holding six After Bath Splash and six Perfumed Powder Mist, it contains six 1oz Cologne and six 1oz Perfume Mist. These promotion products will be available on counter from July 15 (Prince Matchabelli, Victoria Road, Willesden, London NW10 6NA).

Alberto Balsam: Ln
Alberto VO5 hairspray: Ln
Anadin: All except E
Andrews Liver Salt: Ln, M, Lc, WW, So, We, B, CI
Bristows: All areas
Close Up: All areas
Crest toothpaste: Y
Cool: All areas
Anne French deep cleansing milk: Ln
Harmony hairspray: All except E
Head and Shoulders: Ln, M, Lc, Sc, WW, NE, A, U, We, B, G, CI
Hedex: Ln, So
Immac: All except Ln, Y, E
Kodak: All areas
Limmits: All except Y, E
Macleans Freshmint: Y, WW
Natusan: Lc
Nutriplan: All except E
Shield: All except E
Signal: All except E
Sure: All except E
Vaseline Balanced Care hairspray: All areas
Vosene shampoo: All areas



Continued from p687

It is presented in a diamond-faceted glass bottle with a gilt top and is boxed in white with decorative bands according to the fragrance (£1.30 for 10 bath size; £2.00 for 20 bath bottle) (Roger & Gallet Ltd, 16 Lettice Street, London SW6).

Moisture Response

Helena Rubinstein have developed a moisturiser called Moisture Response which they describe as having "its own built-in reservoir of moisture to respond to the ever changing needs of the skin". Packed in a 2½oz domed jar (£1.50) the moisturiser is also available in a 1oz tube (£0.75) (Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN).

Prescription specialities

Flamazine cream

Manufacturer Smith & Nephew Pharmaceuticals Ltd, Welwyn Garden City, Herts

Description Hydrophilic cream containing silver sulphadiazine 1 per cent w/w

Indications Prevention of infection in severe burns. Effective against Gram negative bacteria eg *Pseudomonas aeruginosa*

Contraindications Sulphonamides may produce kernicterus and should not be used in pregnant females at term, premature infants or in the first few months of life. To be used in the first trimester of pregnancy only at the clinician's discretion

Method of use Apply with sterile spatula or sterile glove

Precautions Caution if hepatic or renal function impaired and in known hypersensitivity to sulphonamides

Side effects Sulphonamide sensitivity reactions may occur

Storage In a cool place

Dispensing diluent Dilution not recommended

Packs 250g (£2.70 trade), 500g (£5.00 trade). Available to hospitals only

Supply restrictions P1, S4B, TSA

Issued May 1973



VEDRA® The biggest moisturiser launch ever.

The national TV and magazine advertising campaign starts now. So stock VEDRA®—contact your usual wholesaler immediately.

CIBA-GEIGY (UK) Limited Consumer Products, Simonsway, Manchester, M22 5LB.

Trade News

"Members only" offer from Unichem

Another "members only" offer is announced by Unichem, with special discounts on three products, the offer is also linked to a competition with a £100 holiday voucher for the winner.

The offer, with discounts of up to 22 per cent off normal trade prices, will run for two weeks until June 9 and includes a discount of 22 per cent on Colgate dental cream (large and extra large), 15 per cent off White Vaseline Nos. 1 and 2, and 10 per cent off Unichem's Kemval pleated wool. Each of these products will be supported by a price card. All orders in the offer will also qualify for Unichem members' rebate, which is currently running at 3 per cent.

Kodak film developments

Kodak Ltd, Hemel Hempstead are working on development programmes that could bring, they claim, significant improvements in quality and ease of processing of its Kodachrome and Ektachrome films.

Photofinishers and manufacturers of film processing equipment are being informed of the development programmes to give them time to evaluate the proposed improvements and to ease the transition to any new processes that might be involved.

The company has stated its intentions to offer Kodacolor II film—currently only available in the 110 size for pocket cameras—in other popular sizes this Autumn.

New concessionaires

E. E. Cockerill & Co, Aunsby, Sleaford, Lincs, are to act as concessionaires for the following equipment from Messrs J. Mondelaers of Brussels: horizontal, double cone and "V" mixers; planetary paste mixers; agitators; vibrating, centrifugal and reciprocating sieves; laboratory and industrial grinding mills; crushers; granulators; and weighing and filling machines (for powders and liquids).

Sweetex pack change

Crookes Aneston, 1 Thane Road West, Nottingham, have given a new look to their range of Sweetex slimming products. The Sweetex tablets, liquid sweetener and sweetening powder will now be appearing in these new packs.



Classic packaging

New packaging for Extra-Vieille Eau de Cologne from Roger & Gallet Ltd, 16 Lettice Street, London SW6 4EH, comprises a ribbed cream board box banded with maroon. The glass bottle itself is without sharp angles and reveals the pale amber colour of the Extra-Vieille Eau de Cologne.

Maxi size introduced

Hair Set from Wella (GB) Ltd, Wella Road, Basingstoke, Hants is now available in a new maxi size which contains 100cc, enough for seven sets. The new size Hair Set is presented in an oval-shape unbreakable bottle with a flip top.

Wella have also introduced a new 100cc size for their conditioning set, Body 'n' Bounce.

Agfa service

Agfa-Gevaert Ltd remind customers that although their new main distribution centre was opened recently at Dunstable, their service department, for both camera repairs and equipment, remains fully operational at the Great West Road, Brentford, Middlesex, to which address all work of that nature should be sent.

Quicker service

New equipment installed in the Belmont photographic works of William Charles Knox Ltd, 6 Ferndale Street, Belfast, will enable the company to offer a quicker processing service for Agfa-Gevaert CNS colour negative film.

Pack discontinuation

Pharmax Ltd, Bourne Road, Bexley, Kent DA5 1NX have discontinued the 500g Balmosa cream pack recently. Balmosa will continue to be available in 20g and 40g tubes.

Martini & Rossi extend distribution

Martini & Rossi has appointed SPD Ltd (part of the Unilever Group) to handle the distribution of their full product range to wine merchants and breweries in Lancashire, Yorkshire, Cheshire and North Wales. The entire Martini & Rossi range, plus the Emander spirit range, have been carried by SPD since July 1972 in London, the Home Counties, East Anglia and the Midlands. Annual throughput for delivery is said to have exceeded 600,000 cases.

Zodiac offers

The zodiac contest and special offers open to purchasers of Hold & Shine hairspray is from Reckitt & Colman Toiletries Division, Sunnysdale, Derby DE2 9GG, and not as stated in last week's issue.

Amendments to lists

Bayer Pharmaceuticals Ltd, Haywards Heath, Sussex, have discontinued the Baycaron 50 pack in favour of the Baycaron 56 calendar pack (£1.46 trade).

Christmas showrooms

Eylure Limited, Grange Industrial Estate, Cwmbran, Mon, are holding their regional Christmas Shows of Tabac Original, French Almond and Eylure on June 18-22 at St Enochs Hotel, Glasgow, June 25-29 Griffin Hotel, Leeds, July 2-6 Five Bridges Hotel, Gateshead, July 9-13 Midland Hotel, Birmingham, July 9-13 Hotel Metropole, Brighton, July 16-20, Hotel Piccadilly, Manchester, and from July 30-August 3, Hendon Hall Hotel, London.



New look for Immac

The new packaging concept for Immac from International Chemical Co Ltd, Chenies Street, London WC1E 7HA, is part of a "comprehensive programme involving every aspect of sales promotion" including 300 spots on TV during the summer and a new Press campaign. The packaging has been described as more feminine, modern and having a younger look by various test panels.

US dry variant

Johnson Wax Ltd, Frimley Green, Camberley, Surrey has added US Dry Powder to the US range of personal care products. US Dry Powder is an aerosol antiperspirant which sprays on a film of fine dry powder claimed to dry on contact with the skin. Like the original US antiperspirant, the new variant retains the same fragrance and bubble-top can design.

Chemical industry statistics

The fifth revised edition of *UK Chemical Industry Statistics handbook* is to be published at the beginning of July by Chemical Industries Association Ltd. The familiar pattern and format of the book is being maintained but some significant changes have been made in part II, which provides information on the UK production and sales of the industry's products. These changes follow the introduction of the Department of Trade & Industry's new system of industrial statistics and reflect the contents of the Department's revised *Business Monitor* series.

Holiday closings

The works of William Ransom & Son Ltd will be closed for the period May 28-June 1 inclusive. No goods can be dispatched or received during that time.

Pharmax Ltd, Bourne Road, Bexley. From close of business May 25 until start of business May 29.*

Smith & Nephew Pharmaceuticals Ltd, Welwyn Garden City, Herts. From May 25 until May 29.*

Upjohn Ltd, Fleming Way, Crawley, Sussex. From May 25 until May 29.*

Ciba Laboratories, Horsham, Sussex. From May 25 until May 29.

May & Baker Ltd, Sales Offices, Dagenham, Essex, from May 25 until May 29: as will the pharmaceutical specialities order department and the Scottish distribution depot of Pharmaceutical Specialities.*

* Urgent supplies for these companies through the holiday period can be obtained from John Bell & Croydon, 50 Wigmore Street, London W1.

On bonus terms

Viking Brews Ltd, 29 Clive Street, North Shields, Northumberland. Geordie home brew kits and equipment. Extra 5 per cent (until June 30).

Sales Record: Healthy

The Islander Health & Sun Lamp from Hanovia.

The one that shines brightest in the sales charts.

Because this lamp has the choice of Infra-red or Infra-red and Ultra-Violet together, the built-in Timer and Warning Bell that people want.

And because the whole thing comes, compact and portable, in a colourful display box that really packs it home!

Order the Islander — your place in the sun.

Full colour sales leaflets and dispenser FREE.

Recommended retail price :
£16.72 inc. VAT.



SEND FOR A FREE GUIDE
TO THE ISLANDER

Name.....

Address.....

CD2

HANOVIA

HANOVIA LAMPS LTD, BATH ROAD, SLOUGH, BUCKS. SL1 6BL
Tel: Burnham (06286) - 4041. Telex: 848123

Colourful profits with Drummer Dyes

Now Drummer Dyes are repackaged in bright, new, easy-to-use sachets. And, to make them easy to sell, there's a brilliant, attention grabbing full colour dispenser which comes to you ready packed. You just display it and watch the Drummer sales move, count the growing profits. The dispenser contains 23 specially selected colours—*the fast sellers only*, and colour remover. And leaflets full of hints on how to use Drummer Dyes. Drummer will drum up dye sales. Order today in time for the spring and summer rush.



Drummer it up!



...and make colourful profits

ROBERTS LABORATORIES LTD., Burnden Road, Bolton Lancashire, BL3 2RB Tel: Bolton 32631

Do you take sales appeal seriously?

Your container is your most important salesman.
If it's not to the public's taste, it will
get left on the shelf.

Beatson glass containers in harmony with market trends.
Beautiful new shapes. Plain and decorative.

Simple and sophisticated.

Highly personalised shapes reflecting the
characteristics of the contents.

Show your product, in an eye catching
Beatson glass container.

**Beatson, Clark and Company Limited,
Rotherham, Yorkshire.**

Telephone : 0709 79141

Telex : 54329



BEATSON SPECIAL GLASS CONTAINERS



Comment

Silent 'grass roots'

No flashing lights cutting short the over-ambitious speaker; no tempers frayed; no business left unfinished—it all adds up to a most uncharacteristic 1973 Branch Representatives meeting for the Pharmaceutical Society (see p. 679).

Credit goes to the president, Mr J. P. Kerr, for sympathetic and humorous handling of the proceedings, but where were the burning issues and the aroused passions of yesteryear? Is all right with pharmacy?

It must be assumed not, for Mr M. Gordon, Leeds, remained uncorrected when he said that there was still a struggle to define the profession's basic role in health care. Mr Gordon went on to describe the obvious futility of living from day to day. Apathy was broad in the profession because there was no definition of the aims and pattern of practice. Shopkeeping, profession, health centres, EEC, rural dispensing—the time had come to plan for the creation of a future with some security and certainty.

Council's reply was to point to the action being taken to follow up the Linstead report, but there was a warning that there could be no results forthcoming "in months" if all the implications were to be considered.

This the representatives meekly accepted—despite the fact that their own meeting three years ago started the process that led to the formation of the Linstead working party. Echoes of those calls for "action," made in the same hall, have died away to utter silence.

That is a pity, because the motions for discussion shed but little light on the aspirations of the membership—surely one of the representative meeting's prime functions. Most were concerned with day-to-day practice, and the one or two exceptions were decided on practicalities rather than ideals.

For example, Bedfordshire's motion supporting Council's adoption of the EEC principles governing the sales of medicines, founded on Mr Lewis Priest's irrefutable financial arguments against pharmacist ownership of the medicines he supplies and the equipment he uses. But those who must plan the future

learned nothing from the discussion about what they *should* fight for in Europe.

On the meeting's credit side, however, we may applaud the determination to make students feel part of the profession.

A welcome, too, for a desire to see a "professional appearance" on the face of general practice pharmacies. But "active encouragement" by the Society, in the form of a planning and advice department, is unlikely to serve the profession any better than the advice available from Mallinson House. Consultancy advice is given direction by the motives of the applicant, not the consultant, and the NPU has been just as successful in presenting a professional image for those who seek it as they have the commercial image.

A disappointing meeting, then. But one which reflects the current willingness of the majority of the Society's membership to demand more from their profession than they are prepared to put into it.

... and a silent majority

Like the Branch Representatives meeting, the Council election has produced little in the way of fireworks, and congratulations are due to no-one but Mr J. P. Kerr, who topped the poll.

Mr D. N. Sharpe regains a place, having achieved the magic 3,600 votes—and must wonder why success follows a period of relative public inactivity, while last year's prominence in the NPU was followed by failure. Mr Sharpe replaces Mr K. A. Lees, and Council will undoubtedly miss the experience of a pharmacist so active in the industry.

Most likely to be encouraged by the voting is Mr D. J. Dalglish who was only 100 short of election—not bad for a young proprietor only two years on the register.

Least deserving of congratulation are the 20,000 non-voters. They have no cause for complaint if the Council does not reflect their views.

Post Scripts

Time to muse

Pharmacists, especially those in retail practice, rarely have time or the opportunity to indulge in that relaxing occupation of browsing in book shops. Often the opportunity to "meander" through a catalogue is the nearest that can be achieved.

Ernest Benn Ltd, Sovereign Way, Tonbridge, Kent, part of the Benn organisation that publishes *Chemist and Druggist*, have issued in their 50th year a catalogue "Books from Benn 1973".

The illustrated cover immediately reveals

the wide range of subjects embracing the famous Blue Guides concerning the British Isles and Europe, an Archaeological series, and Benn's excellent Nations of the World series. For the musical there are books on the various instruments of the orchestra. Railroads, steam engines, China, are other subjects.

But not only is the mature and specialist reader served. There are the Moomin books for children and others "for the slower reader", angling, the chemical industry, together with tables and "synopsis" dealing with taxation also indicate the breadth of subjects covered.

Jacobean dinners

In these days of considerable discussion about the pharmaceutical industry's activities it is a change to see a letter in their defence from a doctor.

Dr C. J. Scott, Edinburgh, in a letter to

the *Scotsman* newspaper, says that the drug companies may well perform the most important role in medical education. He points out that the cost of advertisements largely support the *British Medical Journal* and the *Lancet* which would otherwise be too expensive to be read by most doctors.

He also states that they often sponsor symposia in subjects only indirectly related to their own products. He queries whether the official bodies are doing enough to effectively ensure proper continuing medical education, and if they are, "why the concern that a knowledgeable and up-to-date profession can be beguiled by gloomy brochures and Jacobean dinners?"

What next!

A meeting of a Kincardineshire Young Wives' and Mothers' group is advertised in their programme as: "Talk on drugs. Bring and buy stall. . ."

Volumatic Security Products

All Volumatic security products are manufactured under stringent quality control and are backed by a one year written guarantee.

Volumatic Limited has 12 years of specialised knowledge of retail security and a network of highly trained security consultants covering the country.

You have a shiplifting problem – we have the answer!

Volumatic wide-angle convex mirrors, the most effective low cost method of pilferage control, used extensively throughout the UK and supplied to many security conscious retailers overseas.

A security notice is supplied free with every mirror, as an extra positive deterrent to shoplifting.

Remember that Volumatic mirror prices contain no hidden extras. All prices are inclusive of packing, insurance and carriage charges.

Volumatic Two-Way observation mirrors are a new powerful aid to cutting pilferage losses. Two types are available – Stripview with a venetian silver strip finish, and Clearview which is indistinguishable from an ordinary mirror. Both are ideal for additional store surveillance.

A sure way of stopping thefts of merchandise on open display is to use the **Volumatic Protecta Chain**, a neat chrome finished flexible, ball-link chain. Case studies prove that pilferage can be totally eliminated with Volumatic Protecta Chains.

The **Volumatic Cash Carrying Case** when snatched from the carrier, sounds an ear piercing audible alarm and sends off clouds of dense orange smoke. The cash is stained and made useless to the thief, and the carrier is protected with a year's free insurance. It's a foolproof way to carry cash. Now available in three standard sizes.

The Slimview anti-theft mirror is an entirely new convex anti-pilferage mirror. Designed specially to fit into tight corners in stores with low ceilings where there is not room for a circular convex mirror. Gives a wide-angle of vision – opens up blind spots. New patented glassfibre backing makes it virtually shatterproof. Bright orange trim round the mirror gives powerful visual impact to deter shoplifters. Comes complete with fixing bracket and universal joint.

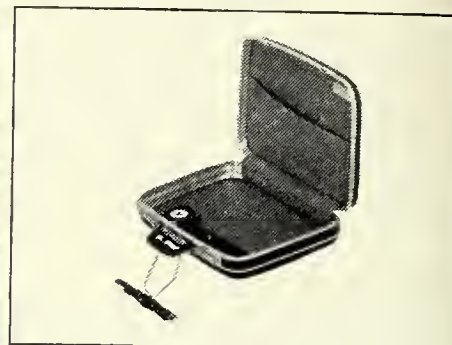
Volumatic Security Scanning Arm: Make convex mirrors more anti-shoplifting effective with this unique new security product. Convex mirrors are simply mounted onto the scanning arm and adjusted to the required angle of vision. A sealed, maintenance-free electric motor moves the mirror in a 120 degree lateral sweep every 20 seconds. The side-to-side movement catches the eye of the would-be thief. Its broad sweep opens up to view large areas of the store.

Solve your security problems now – don't wait – send for literature today. Simply tick the box, cut out this advertisement, attach it to your letter heading and return to us. We will do the rest. ☐

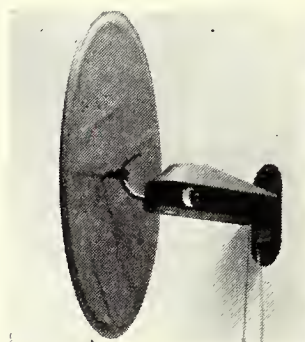
If you feel that your store has special security problems, please let us know, our advice is freely available. Write or telephone.



Convex Anti-Theft Mirror



Cash Carrying Case



Scanning Arm



Slimview Mirror

made to make you profit

**Volumatic security products
will be on show at Shopex
the retailer's own exhibition
at Earl's Court, London,
3-6 June 1973.**

**This is an exhibition you
cannot afford to miss.**

**Come and see us on Stand No 4.
We'll be happy to help you
with advice on your pilferage
and security problems
in general.**

**And one extra feature.
There's a special discount on all
Volumatic products ordered
during the exhibition.**

Volumatic Limited – leaders in retail security



**Volumatic Limited
Dept CD
Taurus House
Kingfield Road
Coventry CV6 5AS England
Telephone (0203) 84217/8/9**

FIRST STEPS ARE IMPORTANT

Probably the only shop in the High Street in which absolute cleanliness has such a vital bearing upon the sale of goods is the chemist's. The housewife walks into a butcher's shop and finds sawdust on the floor or into the greengrocer's and finds soil and cabbage leaves. But this does not affect her buying. She knows that that bit of meat looks nice and that those lettuces are fresh.

In a pharmacy, however, she often knows very much less about the product she buys, whether it be for health, beauty or hygiene. Confidence in the product can automatically stem from her impression when first entering the shop and that can be influenced by a near spotless appearance, right from the overalls worn by the assistants to whatever is covering the floor.

So whatever should cover the floor? Obviously the first priority must be cleanliness, for no matter how good a floor-covering looks when first laid, if it is difficult to clean and keep looking good, then it is useless.

A carpet is fairly easy to keep clean, provided a quality has been chosen which will stand up to a considerable amount of traffic. The variety of carpet with a pile which is made from a blend of wool and nylon is generally considered to be the best in terms of wear and appearance retention but if synthetics are used, Acrilan is thought to be the closest man-made fibre to wool.

There are a large number of carpets available, Axminster, Wilton and tufted, which would be suitable for use in a shop. At the top end of the market, Tankard Carpets make many Wilton qualities in colours and designs to order and most ranges have a pile in an 80/20 per cent wool/nylon blend. These are obviously more expensive than standard designs and there are many manufacturers offering these: Brintons, John Crossley and Wilton Royal Carpet Factory Ltd, to name a few.

On the man-made fibre side Kosset recommend their Enkalon quality, Steadfast, for heavy contract use and Armstrong Cork have an Acrilan carpet, Duration, which has a similar grading.

It is worth noting whether a carpet has been treated in any way to ensure that it does not generate static electricity. This usually occurs in areas of low humidity—often caused by modern central heating

systems. Carpets may be sprayed during manufacture to lessen this problem, or may incorporate a stainless steel thread which conducts the electricity away.

A pile with a twist is more hardwearing than a velvet pile, and there are also various corded carpets on the market, Tintawn's Donkeycord, for example.

One of the most practical developments in floorcoverings recently has been that of carpet tiles. These have the advantage that they look like ordinary carpet but can be lifted up and cleaned individually, so that if just one area of a carpet is stained there is no need to have the whole carpet cleaned. They can also be rotated so that from time to time new tiles are moved into areas of maximum wear and no one area of the "carpet" has to bear a heavier traffic load.

Carpet tiles may resemble ordinary carpet such as the Debron tiles made by Carpet Manufacturing Co or have a hairy look such as the Heuga tiles, which are offered in several different qualities, depending on the traffic it has to withstand. Heuga recommend that their tiles be picked up and cleaned with a little

water and detergent should anything be spilled on them.

Between carpet and smooth floor covering there are several hard wearing products which do not happily fit into either category. These are made by a process known as needlepunching which results in a mass of interwoven fibres that are then strengthened with a resin.

Jensen Contract Carpets have an attractive range of printed needlepunch qualities called Scanflora. In addition to printed needlepunch in sheet form, Karl Eybl offer a printed tile which is self adhesive. This is their Print 3000 range. Armstrong Cork also make a printed needlepunch tile known as First Edition, which is offered in a choice of three designs.

Another product which has the look of carpet but is cheaper is called Flotex, made by the company of the same name. This is produced by a type of flocking process in which fibres are integrated on to a PVC base, but are not woven or tufted. Unlike needlepunch, it has a definite pile. It is

Continued on p698



Heuga tiles used in a pharmacy. The carpet illustrated in the heading at top of page is a special honeycomb design Wilton from the Navan Carpets President collection

SHOPFITTING

Continued from p697

supplied in 10 plain colours and three patterned and is also offered in tile form.

Pharmacies slow to change

So much for carpet. A quick glance at most chemist's shops, including the large chain ones, shows a great use of smooth floorcoverings. This is perhaps surprising, because in most other types of shop there has been a definite move away from the traditional linoleum or vinyl tiles to carpet of some form. Boutiques and shoe shops were first in the queue but other types of shop, dealing with "clean" goods, have begun to see the advantages. And if Britain is to play an important role in Europe, then it does not stop there. Shaw Carpets recently covered one of the streets of a shopping precinct in Rome with their Thoroughfare tufted polypropylene quality.

Undoubtedly carpet does give a feeling of warmth and luxury, provided it is well maintained. Perhaps it is the feeling that smooth flooring is easier to keep clean that has made it the rule for most chemists' shops. This is not necessarily true, however, if the correct carpet quality for the job is used.

The biggest argument for smooth floor tiles is cost—their list price is about £1.50 sq yd. Possibly the best way of approaching floorcovering for the pharmacy is to consider the area as consisting of two separate parts: the dispensary and the sales area.

The budget for the sales area may or may not rise to carpeting. If it does not, there are a variety of vinyl and linoleum tiles which by careful mixing and matching of surface effects and colourways can look very attractive. Armstrong Cork's vinyl tile range, Novara, is supplied in six plain colours with a choice of ten inset tiles which have a simple design in black and may be used at various intervals over the floor to provide patterning. Or mixing of contrasting plain colours in different designs is very effective.

Many contract tiles have a high resistance to indentation—Nairn Floors Armourtile, for example, or Gerland's Classic tile which, they claim, has a mark-resistant finish.

In the pharmacy an additional factor becomes important—the flooring's resistance to chemicals. Smooth flooring has the edge over carpeting in this respect. Many qualities are specified as being resistant to chemicals. Carl Freudenburg & Co's synthetic rubber floorings, Norament and Noraplan, are more expensive than other smooth floorings but the company says they will not be affected by chemicals. Textelle Arlon, made by Armstrong Cork, will resist mild acids and Marley's Marleyflor has been used in hospitals.

Whatever is used on the floor the important thing is to take into account all the stresses and strains to which the floorcovering may be subject and choose the product accordingly, bearing in mind all those extra customers who, impressed by the appearance of the shop, will beat their way to your till!



The featured design, a neat geometrical styling named Messina shown here in a Lancashire store, is one of seven Zimmer-printed patterns in the Isofloor Print 2000 range of needlepunch carpets by Karl Eybl (UK)

What carpet makers say

by a representative of the industry

A pharmacy poses a particular floor covering problem for the shop interior designer. Historically, chemists' shops are associated with polished linoleum and the antiseptic smell of soaps and medicines. In today's competitive retail market such shops must provide an attractive and inviting interior yet retain the feeling of cleanliness.

Carpets provide the perfect answer to this problem. They give the shop an appearance of warmth and luxury and by the subtle selection of colour and design can add an overall atmosphere of hygiene in the establishment.

Axminsters and Wiltons are best for this purpose as they can provide the flexibility in design, colour, depth of pile and variety of textures to meet the most demanding specification. But in most cases the need will be for a carpet that offers good appearance with a low close pile for ease of maintenance and durability. This carpet must be obtained within the overall constraints of a furnishing budget and so where economy is a factor a tufted carpet may usually be the best selection.

Choosing the right colour or design

The colour and design of carpets play an important part in creating the right effect of a shop. If there are problems of shop

size remember the cool colours of blues, blue greens and yellow greens make shops look more spacious. While rich darker colours or the brighter shades of red, orange and yellow achieve the opposite effect making a shop seem smaller.

Patterned carpets should be chosen carefully. Avoid swamping the shop with conflicting design. If you already have patterned walls choose either a small design or a plain carpet. Remember, there are different effects such as sculptured or high-low loop piles which relieve a plain carpet without conflicting with other patterns.

Kingsmead Carpets of Cumnock in Scotland produce a wide range of tufted carpets suitable for all contract use. One range, Starcord, is particularly suitable for shops.

Templeton Carpets of Scotland have specially developed a new range of heavy duty tufteds suitable for shops and offices. The range, called Seaworthy, has a 100 per cent flame retardant Acrilan pile and a Flamecheck waffled foam backing. The range is available in eight colours and possesses sound and insulation properties.

Grays Carpets of Ayr have recently launched a new range suitable for many contract applications including shops. Called Admiral Permatwist plain broadloom the range is available in 12 shades.



Meet our Sales Director

Our sales orientated Eureka instore system will add extra impact to your merchandising. Flexible, slot-together components, eye catching colours and a huge capacity. Many accessories available including cabinets, drawers, counters etc. Our Sales Director will increase your profits fast!



and Merchandise Manager

Our Karu-Sell rotary display unit can manage a huge amount of merchandise with a capacity of 34.25 sq. feet of impact display in only 6.86 sq. feet of floor area. Ideal for promoting impulse sales. Amazingly varied applications. The exclusive diamond shaped shelves are instantly adjustable for height and slope and have binning facilities.

Members of the Showrax Force.

Free country - wide shop - planning service by Instore Consultants.

showrax

Tel: Gravesend 60671 Telex: 965130

SHOWRAX LTD · TOWER WORKS · NORTHFLEET · KENT DA11 9BE

Please send me details of successful Eureka ☐ Karu-Sell ☐

Name..... Company..... Address..... Tel. No.

CD 26/5

SHOPFITTING

Independent chemist with modernisation plan

"Modernisation and a change to self selection has helped me become the owner of a small group of family-type chemist shops," said go-ahead Mr Elliott Godfrey, MPS. "Each time I buy a shop my first priority is modernisation and a switch to self selection. This without fail, boosts turnover by 20-25 per cent and at my Shepherd's Bush shop the figure is over 40 per cent. With these big sales increases, the modernisation programme pays for itself in a matter of months!"

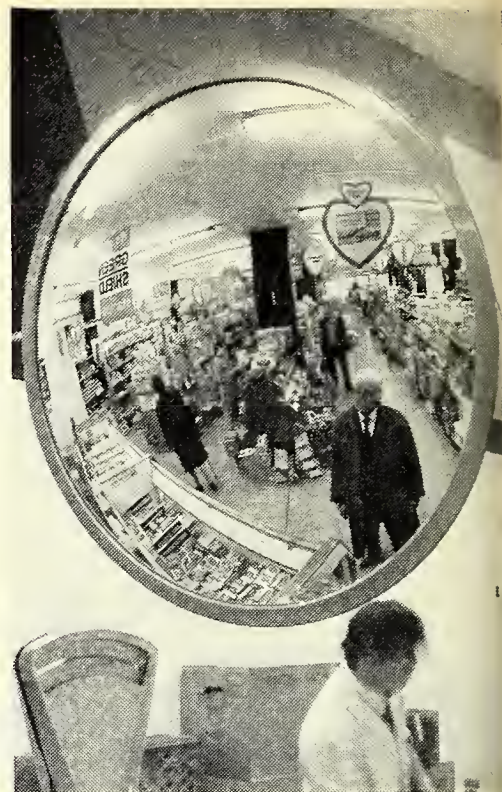
Elliott Godfrey's success has snowballed, and since 1963 he has bought and modernised at least one chemist shop each year. Today he owns a small group in the Greater London area, which includes Greenford, Perivale, East Finchley, Acton and recently Chessington, Surrey. Each shop has a resident manager and the smooth running operation is watched closely by Mr Godfrey, who visits the shops most days.

The modernisation and shopfitting programme for the Elliott Godfrey chain, for many years has been carried out exclusively by Storeplan Ltd., the shopfitting and planning company of Shoburyness, Essex. Since 1970 they have modernised six of them. The complete modernisation and merchandising operation is normally completed between 6 pm Saturday and 9 am

Monday, so that customers are not inconvenienced.

Storeplan say that Mr Godfrey was one of the first chemists to use their "instant binning" system of shelf division which can be seen in the accompanying illustration. Alteration of width of shelf sections is quick and simple, and can be carried out by the shop assistant without the use of any tools, or metal clips. Another feature which Mr Godfrey has employed from the beginning is the "bottom shelf" displays. With many shopfitting systems or shelving, customers cannot see goods on floor level shelves. Storeplan's standard adjustable sloping shelves get over that difficulty, thus providing an extra display area running around the shop.

Versatility of shopfitting is helpful in many ways. By fitting shelves that are adjustable in height and angle of slope it is possible to display seasonal lines, "special offers" and odd sized goods with maximum impact. Mr Godfrey has taken full advantage of these aids. One other factor that has assisted in his rapid success is the introduction of home brewing equipment—today he is one of the leading independent chemist-shop outlets for these lines, and at his Twickenham branch over one-third of the turnover is in home-brew products!



The wide expanse captured by Volumatic's new shatterproof mirrors can be seen in this illustration of a large grocery

Shatter-proof mirrors

An entirely new range of convex mirrors for use in anti-pilferage (and also industrial safety applications) made by a new and patented manufacturing process which makes them lightweight and virtually unbreakable has been introduced by Volumatic Ltd, Taurus House, Kingfield Road, Coventry.

Available in three diameter sizes—16in, 24in and 34in, the new mirrors are an extension to the range already offered by the company, but in addition, to the new method of manufacture, have as another feature a bright orange perimeter trim to give immediate visual impact.

Volumatic say that a unique feature of the new mirrors is the glass fibre backing moulded to the concave contour of the rear of the mirror. The glass fibre backing is secured by a patented adhesive process so that shattering or splintering of the glass reflector is virtually impossible, but even in the event of breakage there is no danger of fragments falling from the mirror.

With conventional convex mirrors the reflector is usually secured by a perimeter trim and is, therefore, more liable to breakage and dangerous splintering of glass fragments injuring personnel or damaging equipment. The new Volumatic convex overcomes this eventuality by providing support to the whole of the surface of the rear of the glass reflector—giving greater robustness.

Cost of the new mirrors on which UK and world patents are pending is £12.50 for the 16in diameter, £16.50 for the 24in diameter and £29.00 for the 34in diameter.



An example of Storeplan's "instant binning" system of shelf division. Alteration of shelf sections can be carried out without the use of tools or metal clips. Extra display area running round the shop is claimed by using sloping shelves above

SHOPFITTING

On show at SHOPEX

For those on the look out for new ideas in shopfitting or contemplating making changes in the near future a visit to the Shopex International Exhibition at Earls Court, London, June 3-6, could be time well spent.

Over 80 companies will be participating and whilst emphasis may well be on self service display equipment there will be plenty of other shopfitting ideas on display including security, floor covering and cleaning, shelving, air conditioning, show card and ticket machines etc. *Volumatic* will show their complete range of anti-lift and other security products as will display from *Regna International Ltd.* A wide range of cash registers will be on display from *Regna International Ltd* Among those demonstrating price marking systems will be *Norprint Ltd.* *Armstrong Cork Co Ltd* will display a wide range of floor coverings.

Two of the companies of shop interior specialists mentioned elsewhere in this issue Storeplan and Counterpoint, have advised that they will be exhibiting their ranges of equipment.

The leading light

Mr Archie Gilroy, managing director of wholesale chemist S. Lyons, believes in a new approach to retail selling.

Mr Gilroy is pictured here with the first of his new lines, a fibre optics decorative light from Poly-Optics International. This light, the Petite, retails around £8. Light is refracted along the plastic fibres and comes out as "sparkles" at the ends. The Petite is mains operated, via a 6V transformer. Mr Gilroy also has available, exclusive, several other models in Poly-Optics range, up to the £18 retail price mark.

He says: "I think they make ideal displays, talking points and viable merchandise which we have proved by sales" (S. Lyons, 115 Highlever Road, London W10).



Pricing gun

A new hand-labelling applicator which, it is claimed, will enable retailers to reduce the cost of their price marking operations by a minimum of 25 per cent, has been launched on the UK market by Pitney-Bowes Ltd, The Pinnacles, Harlow, Essex.

The new applicator (model 1110) is light with plastic body, is easy to handle and has a simple trigger action which dispenses reel-fed labels at high speed. A dialling knob at the top of the gun allows the desired data to be set ready for marking. Prices can be dialled with six digits to the line, although a selection of wheel bands is available to meet any special customer requirements and labels can be pre-printed with name and address. A snap-in replacement ink roller is supplied.

The price structure of the gun is based on the initial order placed for labels, the gun being included as part of the total package. For example, an order for 56,000

labels will secure the retailer one gun at a total price of £23.52.



TALK SHOP WITH STOREPLAN.



E. B. Stamp Ltd.,
The Chemist of
Hampstead reports a
20% increase in turnover
since Storeplan
refitted their shop.

Storeplan's Modular Shopfitting System can give your turnover a dramatic boost.

Make the big leap forward in 1973 with Storeplan behind you. Storeplan's nationwide team of consultants has unique expertise to hot up your merchandising with creative shop planning using the best modular shopfitting system on the market.

Consultation is free—for you to profit from.

I would like to know more about the Storeplan service. Please send full details.

Name _____

Company _____

Address _____

Tel. No. _____

Storeplan

Storeplan Ltd.,
48 Towerfield Road,
Shoeburyness, Essex
Shoeburyness 3551

CD1



The Jani pharmacy at Hammersmith



Prime site for Sharon pharmacy (see below)

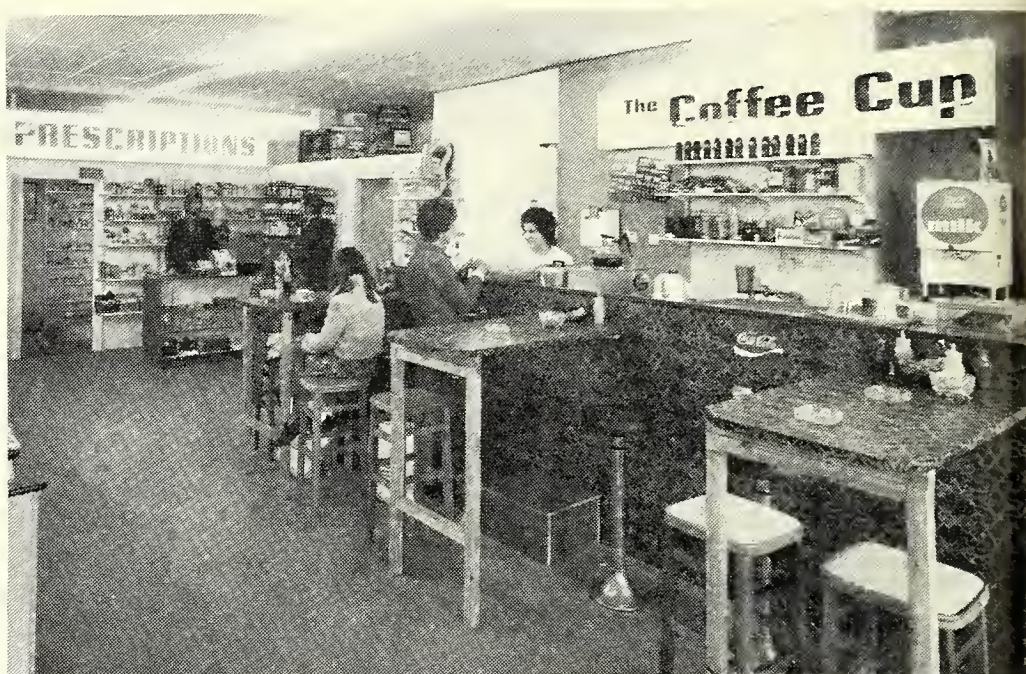
Haberdashery converted into pharmacy

When the Jani family came to England in 1966 they left behind one of the largest and most modern pharmacies in Zanzibar. Rather more than three years later they opened their first pharmacy in Britain, Jaycee Chemists Ltd, in London's W12 district, and their second was opened two years later in W10. Early last year they purchased a ladies haberdashery shop in King Street, Hammersmith which they have now converted into their third pharmacy. Two have recently been modernised by Counterpoint Store Equipment Ltd.

The original haberdashery shopfront of the Hammersmith shop, took up a great deal of space with its deep arcade entrance. A new shopfront with low marble stall-risers, the door positioned on the right and fully glazed window areas eliminates this wastage and gives a clear view of the interior. The fascia has red letters on a white perspex background.

Inside, the old window backs were removed, a suspended ceiling of Aco tiles installed, and the pharmacy brightly lit with a double row of fluorescent lighting running the full length of this narrow shop. The floor is laid with a pale grey lino. Counterpoint wall units are fitted along the length of both side walls and across the rear wall. A row of six display counters parallel to the left hand wall units and a further two prescriptions counters at the back emphasise the service character of this pharmacy.

Indicated by an illuminated sign is the prescriptions counter at the rear, composed of two counters each with a full frontal glass display and rear stock drawers. The three wall units behind display "ethical" medicines, though one has a sectionalised fitment for films. Sliding, see-through mirror doors incorporated in the central wall unit provide a service access to the dispensary behind and also enable the pharmacist to survey the whole sales area while working in the dispensary.



Prescriptions—and coffee

The seventh branch opened recently by Sharon Chemists Ltd is a 2,000 sq ft double shop unit at Debden, near Loughton, Essex.

A prime site—it is adjacent to a 10-checkout Sainsburys (picture top right)—Sharon is already finding that it is this store that is swelling the trade. Opening times have been adapted to match the store and on Fridays, according to the manager, Mr Keith Cockersell, MPS, "we remain open as late as 8.30 so that the staff of Sainsburys can call in".

A novel feature is a coffee bar (picture above). Customers can not only have a drink and a snack while they wait for their prescriptions, but husbands can wait while their wives shop.

Mr R. Shear, managing director of the Sharon group told *C&D*: "Profit margin on chemists' merchandise is so very poor that we are looking at ways of making extra profit from other lines." This branch already sells watches, handbags, shopping bags and stainless steel ware.

All the shopfitting, lighting and signs were carried out by J. E. Bush & Co, London, E2.

**This label can help you
solve your problems**

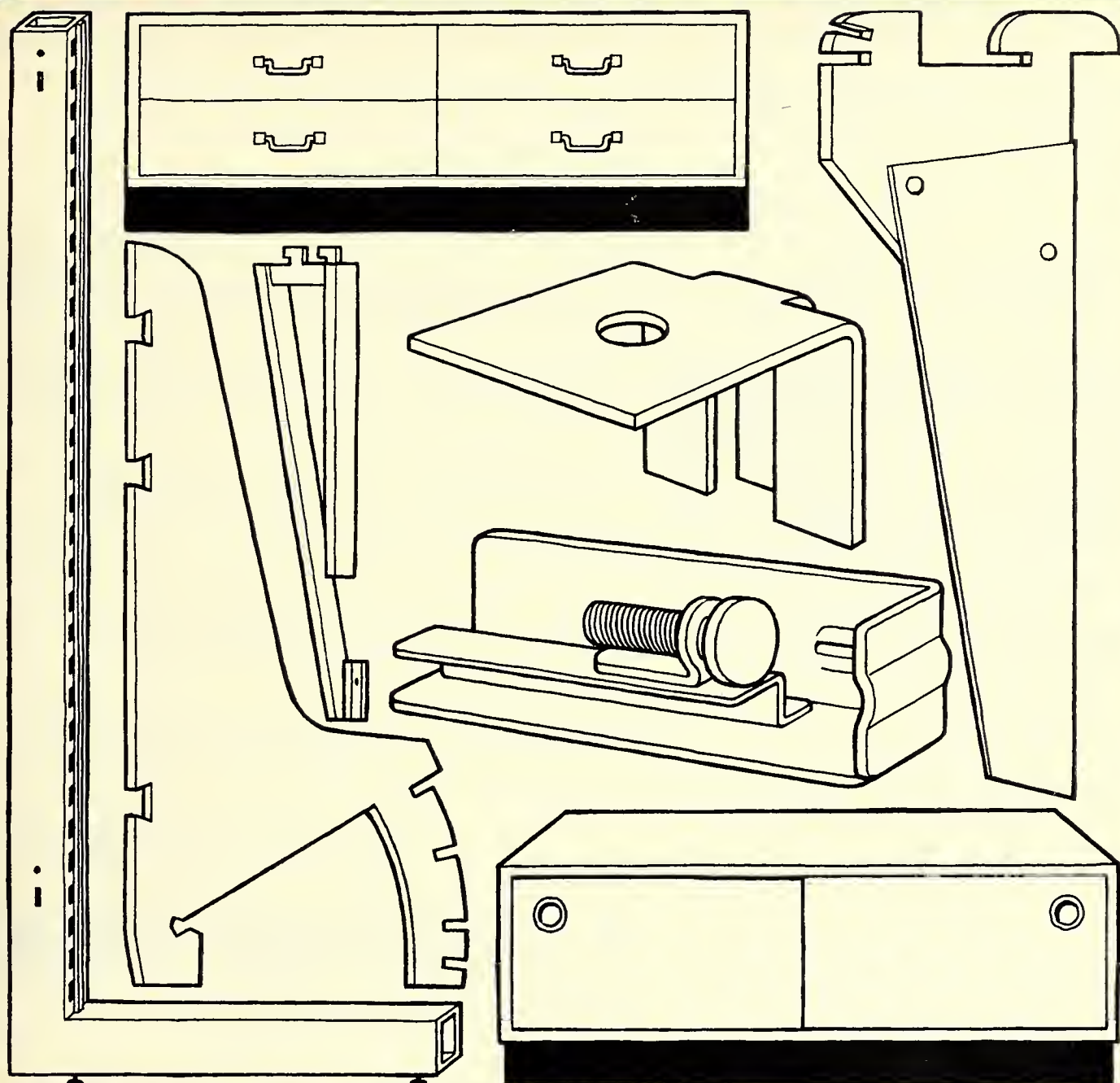
Shopfitting

OLNEY BROS shopfitters offer you a complete service from start to finish. Beautifully fitted interiors using system 80. Stylish shopfronts, small building works, lighting, heating, even flooring and suspended ceilings. Yes EVERY ASPECT OF SHOPFITTING

For details of services or just for ideas send to: OLNEY BROS LTD, Jado house, northbridge road, berkhamsted, herts. ☎ 5417-9

name _____
address _____

_____ ☎



Sales Aid of the Future

If you want a larger display area it's yours. A better way of increasing your turnover is here at your fingertips. This is no space-age dream, but E Plan Series 39S. A new unit shopfitting system which has taken three years to develop just so that it takes minutes to assemble a unit, and seconds to rearrange the shelving. A result of market research into retail needs, the system, the brackets, the shelving, are individually tried and tested at source for

total reliability. Simple to instal, child's play to rearrange, you can easily alter the displays to highlight your own promotions. And as if this were not enough the E Plan experts are at hand with free advice on how to increase your sales without increasing your overheads. Don't be a space-waster. Ask for Series 39S to maximise your shop's potential.

To: E Plan Ltd., New Road, Newhaven, Sussex
I'm sure I'm not a space-waster, but I'd like to know how series 39S would benefit my shop.

NAME.....

ADDRESS.....

..... Tel:.....

Type of business:..... E PLAN LTD

Saxin are launching a big new campaign starting now.

A series of hard-hitting whole-page advertisements will appear in women's magazines and the national press throughout the peak sales period.



A fat lot of good it'll do you.

On average you consume 100 lbs of sugar every year. Much of it in your tea and coffee.

Sugar gives you energy. But too much can make you fat. Also tired, depressed.

And more prone to tooth decay.

Saxin has none of the disadvantages of sugar.

What's more, it contains no calories and won't make you fat.

So ask your chemist for Saxin.



And there's **a generous bonus** available for retailers. Get the details from your Wellcome consumer representative.

So stock up with Saxin.
And show a big profit.



Letters

Apocaire reverie

A chemist, perhaps not a very typical one, ordered one pack of each of the 17 case items listed in Sangers Apocaire Points to profit promotions for June. His outlay was £32.83½ and he earned 295 points. Thinking to determine the effective value of the scheme, he assumed that further monthly promotions would offer deals of the same basic pattern as that for June. Thus, if he purchased all the promotions of similar character for twelve months, his outlay would have been £394.02 and he would accumulate 3,540 points.

Looking at the glossy brochure, he discovered that his hard-earned points, the outcome of a year's promotional trading with Apocaire, could be redeemed for a small, stainless steel stewpan—with some points to spare!

But our chemist thought of consumer turnover and not wanting merely to add to his already high stocks, felt that it would be more realistic to assume that he would be likely to take only half of the promotions offered—and pondered the long twenty-four months it would take him to obtain that small, stainless steel stewpan—with some points to spare!

Our chemist's wife would surely love to add a small stainless steel stewpan to her kitchen miscellany, but would her husband not feel that profit from points was but aenuous path to a well-based profitable enterprise?

A. Korsner
London N20

Influx from France

Miss Carmen Morgan's speech ("A Personal View of French Pharmacy", last week, p.658) will have been read by readers with interest. In particular those who have speculated on the effect of our entry into the EEC will have noted the end of the report dealing with the possible influx of French pharmacists into Great Britain. I have noted the concern expressed at many meetings when this subject has been mentioned. The following should do something to allay these fears:

The subject for the Congrès National des Pharmaciens de France, held at Le Touquet from May 6-10 was "Pharmacy and Europe". Papers were given by pharmacists representing the nine members of the EEC and also one from Norway (since Norway sends a representative to the Groupement Pharmaceutique).

Our own Council member, Mr C. C. Stevens represented pharmacy in the UK. At one point towards the end of his main talk he mentioned that many British pharmacists had expressed the fear quoted above.

The reaction of the audience was that of incredulity with lively laughter. My immediate French neighbours at the con-

gress expressed the view that they would be mad to contemplate such a move! Mr Stevens said that he did not think that it was a likely development.

C. Victor Hammond
Bishops Stortford, Herts.

Temporary pack

May I reply to Xrayser's critical comments (last week, p.641) of the Bayer diuretic "bubble" pack and assure him that Bayer had already taken steps to remedy the criticism before it was levelled.

Indeed the pack he rightly criticises was only issued as a temporary stop-gap when the pack was launched on January 1 this year, as production difficulties had held up the permanent pack. After the first two weeks, it was replaced by the originally intended pack illustrated in *C&D* (January 6). Old stock has already been collected from wholesalers.

Xrayser's remarks on the patient dosage instruction leaflet I must say I find rather humorous, albeit over critical. However, he will be pleased to hear that a new simplified leaflet has already been printed (see photograph), which will be issued as new stock is manufactured.

May I take this opportunity of apologising to retailers and wholesalers for any

PATIENT DOSAGE INSTRUCTIONS Baycaron Calendar Pack

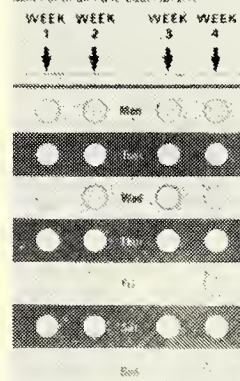
This calendar pack has been designed to help patients to take the correct dosage regularly as instructed by the doctor. Read these instructions carefully.

To Remove Tablets

Press down on the plastic bubble and extract the tablet from the foil on the day and time.

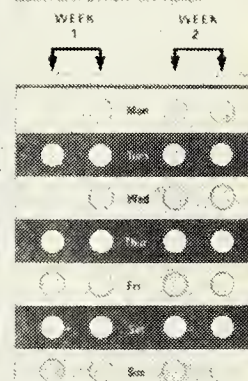
If your prescription is for
ONE TABLET each morning

Take the first morning's tablet from the week 1 column opposite the day of the week on which your treatment begins. Continue taking each day's tablet until all have been taken.



If your prescription is for
TWO TABLETS each morning

Take the first morning's tablets from the week 1 column opposite the day of the week on which your treatment begins. Continue taking each day's tablets until all have been taken.



Made by BAYER GERMANY
Bayer AG, D-5700 Leverkusen
Bayer (UK) Ltd., 100 Brook Hill Drive, New York, N.Y. 10019
Bayer (UK) Ltd., 100 Brook Hill Drive, New York, N.Y. 10019

inconvenience the temporary pack has caused.

H. Wallrabe
Managing Director
Bayer Pharmaceuticals Ltd.

Dissolution tests discussed at hospital day conference

The introduction of a dissolution test is a natural development for product specification of equivalence, said Dr Carless of Chelsea School of Pharmacy at the Guild of Hospital Pharmacists' day conference last Saturday. Speaking on physico-chemical aspects of drug dissolution he said "Tablets and capsules give rise to the majority of problems of therapeutic non-equivalence." He stated that therapeutic effect must be the final criterion.

Dr Carless commented that the problem was not simple as physical properties of the drugs and excipients played a part. Each drug has a number of polymorphic forms, he claimed, which have different dissolution rates. He stressed "particle size by itself won't cure the problem", and cited a recent paper with results that suggested that although a finer particle size gave a quicker blood level peak, a coarser particle size could give a more uniform response.

The development and use of a hospital formulary was described by Mr Longshaw, Westminster Hospital. He said its object is to reduce the duplication of stocks of similar preparations of the same or equivalent drugs and to give information to the clinicians as to which drugs were stocked. The formulary is produced a section at a time as a pocket-sized booklet, and each monograph includes a title, code number, notes on administration and cautions. The hospital formulary committee includes pharmaceutical, nursing and junior and senior medical representatives, he stated.

Mr J. Wells, St Bartholomew's Hospital, recommended the incorporation of a heating coil in the distillate water tank of a

rapid-cooling autoclave, and the maintenance of the water at 70°C when not in use. He commented that this water harboured a mixed population of bacteria including the causative pseudomonad in the St Thomas' Hospital infections. His studies indicated that sterility in the tank is only achieved at 70°C.

Loss of contents from sealed plastic containers was investigated by Mr G. Trueman, West Bromwich Hospital, who studied water loss from plastic transfusion fluid bottles. His results showed that this was greater at higher temperatures and suggested that the permeability of the plastic had increased as well as the vapour pressure of the liquid. He stated that sachets and enema packs lose more than the infusion fluids due to greater surface area in relation to the bulk, and called for expiry dates to be printed on the sachets.

Hooper prize

Miss A. Riley, Yorkshire, spoke on investigations into a possible gas chromatographic method of estimating trace quantities of water in raw materials. Other topics included the formulation and stability of neutral adrenaline eye drops, bioavailability of methaqualone from current preparations, sulphadiazine in aqueous preparations with a surface-active agent, formulation of hydrocortisone eye drops and purity of distilled water from Manesty Stills. Mrs Richmond, Norwich, won the Hooper prize for her dissertation on development work on technetium-99m for placental and lung scanning.

Pharmaton sales success generates even more advertising.

'Life is for Living' campaign can now run five more weeks.

Don't miss the extra chance to cash-in!

PUBLICATION	SPACE	MAY	JUNE
D. MAIL (Southern Edition)	8" x 3 cols.	● ●	●
D. EXPRESS (Southern Edition)	8" x 3 cols.	●	● ●
EVENING STANDARD	8" x 3 cols.	●	● ●

High repeat purchase.

Judging by the figures for repeat purchases, people are finding out that what we say is true — Pharmaton capsules really do work.

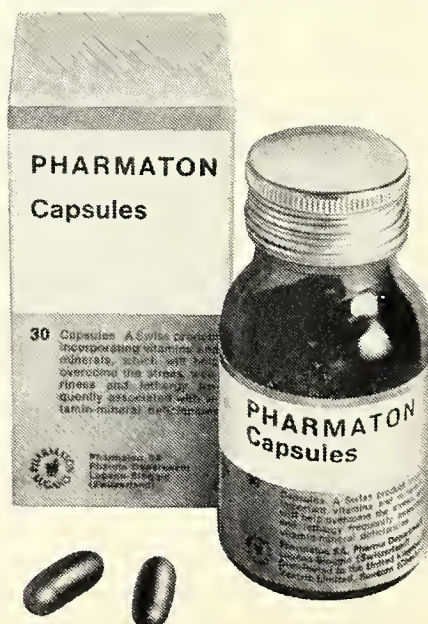
Attractive compact, single unit counter displays available from Vestric representatives, or contact your local Vestric branch.



Pharmaton

Lugano, Switzerland

For further information on Pharmaton products, contact the Pharmaton Information Bureau, 6 Rosebery Road, London SW2 4DE.



Vestric Ltd are the main UK distributors for Pharmaton products.

Scottish Executive Candidates

The following pharmacists are candidates in the forthcoming election for the Pharmaceutical Society's Scottish Executive.

Mr Alexander Cowan, FPS, Bannockburn. Registered 1945. Proprietor pharmacist. Graduated Glasgow University and awarded Charter Silver Medal in 1971. Elected to the Scottish Executive in 1958, chairman 1965-68. A founder member, Stirling and Central Scottish Branch; 12 years treasurer and chairman this year. A member, Scottish Health Services Council and of its Standing Pharmaceutical Advisory Committee. Pharmacist member of the Advisory Committee on Borderline Substances. A member, Stirling and Clackmannan Executive Council and its finance and general purposes committee and drug testing committee. Member of Local Pharmaceutical Committee since 1951, chairman 1962-65, now secretary.

Mr David John Dalglish, Aberfeldy. Registered 1971. Proprietor pharmacist. Graduated Heriot-Watt University. Treasurer, British Pharmaceutical Students' Association 1969-70; president 1970-71. Committee member of the Dundee and Eastern Scottish Branch. Member of Aberfeldy Town Council.

Mr Stanley Driver, Carluke. Registered 1947. Chief pharmacist, Law Hospital. Served 6½ years in the Army before qualifying. Chairman, Lanarkshire Pharmaceutical Committee.

Mr Lawrence Bernard Dunn, Glasgow. Registered 1950. Proprietor pharmacist. Four years as representative then general practice pharmacy since 1955. Past chairman, Glasgow Local Pharmaceutical Committee. Member, Pharmaceutical General Council (Scotland) and its Standing Committee since 1963; now vice-chairman. Co-opted to Executive 1972.

Mr James Hay Henderson, FPS, Dunfermline. Registered 1945. Branch manager in wholesale distribution. Worked at Edinburgh Royal Infirmary before qualifying. Has worked for multiple chemists, in hospital pharmacy manufacturing and, later wholesaling. Member, Scottish Executive 1946-67; served on the Standing Pharmaceutical Advisory Committee. Past chairman and treasurer, Edinburgh and South East Scottish Branch, and Committee member of Chester Branch and Liverpool Chemists Association. Member of committee of Fife Branch and chairman of the Scottish Wholesale Druggists Association.

Mr Ronald Sinclair McPherson, Aberdeen. Registered 1957. Director of private company. Former secretary of Aberdeen Pharmaceutical Association. Member, Aberdeen Local Pharmaceutical Committee.

Mr Robert Paterson Marr, Dundee. Registered in 1960. Director and pharmacy superintendent for group of pharmacies. Qualified after studying at Dundee. Member, Local Pharmaceutical Committee, Angus, 1963-68; secretary 1967 and 1968. Committee member, Dundee Branch.

Dr Malcolm Spencer Parker, Glasgow. Registered 1961. Senior lecturer in pharmaceutical technology, Strathclyde University, and has taught at Manchester Univer-

sity, Liverpool Polytechnic and Strathclyde University. Committee member and careers officer, Stirling Branch.

Mr James Stewart, FPS, Glasgow. Registered 1942. After qualifying, served in the Royal Navy. General practice, Glasgow. Member, Scottish Executive since 1967 and chairman 1972-73. Past Chairman, Glasgow and West of Scotland Branch. Past president of the Glasgow Pharmacy Club. Member of the Glasgow Local Pharmaceutical Committee.

Mr Kenneth Brown Stewart, Aberdeen. Registered 1940. Regional pharmacist, North Eastern Regional Hospital Board.

Member, Scottish hospital pharmacists consultative committee and Association of Teaching Hospital Pharmacists. Past chairman, North of Scotland branch, Guild of Public Pharmacists. Member, committee on the Hospital Pharmaceutical Service in Scotland (Grosset) 1966, and Guild of Public Pharmacists Working Party, 1966-68.

Mr John Thomson, Leven. Registered 1933. Proprietor pharmacist. Member of Executive 1968-73. Committee member, Fife Branch since 1961; chairman 1967-69. Member, Local Pharmaceutical Committee since 1962; present vice-chairman.

NHS advisory structure in Scotland proposals

The Scottish Department of the Pharmaceutical Society has published its recommendations for the pharmaceutical advisory structure under the reorganised NHS. They have the approval of the Pharmaceutical General Council.

The recommendations state that formal advisory machinery is required to enable practising pharmacists to participate—and be seen to participate—in the formation and implementation of policy.

Area Pharmaceutical Committees should generally be constituted with six representatives of independent chemist contractors, three of hospital pharmacists (one on or below the grade of staff pharmacist), one employee of chemist contractors, one of public limited companies with pharmacies in the area, and one of Co-operative societies with pharmacies in the area. Areas which include a school of pharmacy should include a pharmacist nominated by the senate or equivalent body.

It is expected that Area Committees, in all but the smallest areas, will set up

general practice and hospital practice sub-committees consisting of the general practice and hospital pharmacists respectively of the main committee, plus co-opted members.

In areas subdivided into districts, it will be desirable to appoint district sub-committees each consisting of members of the main committee practising in the district concerned, along with the most senior hospital pharmacist in the district and additional locally-practising pharmacists co-opted where the membership is too small.

The Scottish Executive would receive nominations from Area Committees, Pharmaceutical General Council (Scotland) and the Guild of Hospital Pharmacists from which it would select 15 members for the National Consultative Committee, taking into account the need for a balanced representation from all sections of the profession. Any registered pharmacist resident in Scotland would be eligible for nomination. Appointment would be for three years.

Successful trial of new low-oestrogen contraceptive

A new low-oestrogen combined oral contraceptive has recently undergone a successful clinical trial.

Researchers at Southampton University Hospital Group and Schering Chemicals Ltd, Burgess Hill, Sussex, found that a combination of *dl*-norgestrel 0.5 mg and ethinyloestradiol 0.03 mg gave satisfactory cycle control and efficacy in over 1,000 women. According to the report in last week's *British Medical Journal*, doses of less than the recommended 50 mcg oestrogen have previously been associated with breakthrough bleeding; in this trial norgestrel was used as the progestogen because

of its particular ability to postpone menstruation.

The only pregnancy which occurred was probably due to incorrect tablet taking, according to the report. The pregnant woman had previously become pregnant when taking another oral contraceptive. The authors state that the small percentage of withdrawals from the trial attributable to side effects such as depression, headache, weight gain, etc., suggested a satisfactory level of acceptability.

Schering Chemicals say that the new tablet, Eugynon 30, will be available towards the end of June.

Bayer hold symposia on anti-fungal agent

Over 100 delegates were welcomed by Dr H. Brian Allen, Bayer's medical director, to each of a two-day symposia on fungal diseases held by Bayer Pharmaceuticals Ltd in the Royal College of Physicians. Fungal diseases in gynaecology were covered on May 17 and in dermatology on May 18.

Dr Allen described the symposia as an opportunity to gather together all available data on clotrimazole (Canesten), Bayer's new broad-spectrum anti-fungal agent which has proved successful since its March introduction.

Thirty-nine papers were presented by speakers from Germany, Finland, the USA, Sweden, Austria and Britain outlining the experimental results, clinical experience and trials with Canesten. The trials showed Canesten in gynaecology to offer the advantages of a six-day treatment, a cure rate up to 96 per cent, low relapse rate and excellent patient acceptance. In dermatology the 1 per cent cream has shown a cure rate of 91 per cent in the treatment of candida and 87 per cent in the treatment of dermatophyte infections over four weeks.

Market News

THEOPHYLLINE UP

London, May 23: Some Cape aloes was being offered on the spot but none from origin. Replacements from that source are unlikely until next season. Stocks of buchu however are more plentiful and prices have again been reduced. Balsam of Peru and gentian root were marked up again. On the other hand Indian valerian and cinnamon bark were easier.

Essential oil prices showed little change on the week but offers of sandalwood were withdrawn. Origin was quoting lemongrass but spot was bare.

In pharmaceutical chemicals theophylline and aminophylline were dearer by £0.20 kg.

Pharmaceutical chemicals

Adrenaline: (per g) Synthetic 1-kg lots £0.59; 500 g £0.067; acid tartrate, £0.044 and £0.05.
Bemegride: BPC £16 kg.
Benzamine lactate: 1-5 kg lots, £95 kg.
Benzocaine: 50-kg lots £1.48 kg.
Dienoestrol: 5-kilo lots £0.07 per g.
Digoxin: 25-kg lots £2.30 per g.
Fentichlor: 50-kg lots £1.73 kg.
Ferrous fumarate: £0.50 kg for 50-kg lots.
Ferrous gluconate: £628 metric ton in 50-kg lots.
Ferrous phosphate: In kegs £0.46 kg.
Glycerin: BP per metric ton—5-ton lots £234;

1-ton £237; £250-kg £243, in 250-kg drums.
Iodides: (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).
Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.
Iron ammonium sulphate: 100-kg £0.20½ kg.
Iron and ammonium citrate: (per metric ton) granules, 50-kg lots £650, 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.
Iron phosphate: £493.50 metric ton for 50-kg lots.
Theophylline: (50 kg) Hydrate, anhydrous and ethylenediamine (aminophylline) £2.76 kg; 100-kg £2.73.

Crude drugs

Aloes: (metric ton) Cape £470 spot; shipment withdrawn. Curacao £700; £635, cif.
Balsams (kg) **Canada** £4.50 nominal; shipment £4.35, cif. **Cobalba:** BPC £1.20 Para, £0.90. **Peru:** £2.05; £1.95, cif. **Tolu:** BP £1.70, spot.
Buchu: Spot, old crop £2.20 kg; new crop £2.00, cif.
Camphor: Formosan BP £1.86 kg, cif.
Cinnamon bark: Seychelles £435 ton, cif.
Gentian: Root £5.60 metric ton spot; £5.40, cif.
Ginger: (ton cif). Cochin, May-June £310. Nigerian split £390; peeled nominal. Jamaican £870. Sierra Leone £450.
Menthol: (kg) Chinese spot £6.50; shipment £6.30, cif. Brazilian spot £4.00; £3.85, cif.
Turmeric: Madras finger £310 ton, cif.
Valerian: (metric ton) Indian £325 spot; £3.05, cif.

Essential and expressed oils

Amber: Rectified £0.38 kg spot.
Almond: Drum lots £0.61 kg.
Anise: Chinese spot £2; forward £1.85 kg, cif.
Bergamot: £9.35-£14 kg as to grade.
Birch tar: Rectified £3.30 kg.
Bois de rose: Not quoted.
Buchu: English distilled £210 kg.
Cade: Spanish £0.50 kg.
Cajuput: £1.10 kg on spot.
Camphor white: Spot £0.50 kg; £0.42, cif.
Cananga: Java scarce, £7.45 kg spot.
Caraway: Imported £14 kg.
Cardamom: English distilled £98.85 kg; Indian £50.
Cassia: Chinese £2.35 kg spot.
Cedarwood: Moroccan £1.60 kg.

Celery: English £25 kg; Indian £18.
Chenopodium: BPC 1959 £767 kg.
Cinnamon: Ceylon leaf £1.45 kg, spot; £1.40, cif. Seychelles leaf rectified £3, cif. Bark, BP £2.20.
Citronella: Ceylon spot £1.55 kg; £1.20, cif.
Clove: Madagascar leaf £1.90 kg spot; £1.67, cif. English distilled bud £17.50.
Cod-liver: BP in 45-gal lots £28.80 naked.
Coriander: £8.10-£9.00 kg as to grade.
Cubeb: English, distilled £14.00 kg.
Dill: From £6.00 kg spot.
Eucalyptus: South African £1 kg cif; Chinese natural 80/85 £1.18 kg, cif.
Fennel: Spanish sweet £2.09 kg.
Geranium: (kg) Bourbon £17.50; Congo £14.
Ginger: English distilled £45 kg; Indian £23.
Juniper: Berry £3.30 kg; wood £0.55.
Lavandin: £2.76 kg spot.
Lavender: French from £4.75 kg.
Lavender spike: From £4.25 kg spot.
Lemongrass: No spot offers; £2.35, cif.
Lemon: Sicilian £11.70 kg spot.
Lime: West Indian £7.45 kg spot; £7.15, cif.
Mandarin: £5.85 kg spot.
Nutmeg: (per kg) English distilled from West Indian £15.75; from E. Indian £13.55. Imported £5.50.
Olive: Spanish £560-£570 metric ton, cif. Tunisian withdrawn. Spot £600.
Orange: Sweet £0.46 kg spot.
Palmarosa: £7.20 kg spot; £7.00, cif.
Patchouli: Spot £8.00 kg spot; £7.88, cif.
Pennyroyal: £2 kg, new crop.
Pepper: English distilled ex black £35.50 kg.
Peppermint: (per kg) Arvensis Chinese spot £2.80; forward £2.90. Brazilian £1.70 spot; £1.65, cif. American piperata from £6.65, cif.
Petitgrain: £6.75 kg spot; £6.60, cif.
Pimento: Berry £5.30 kg; leaf £4.60.
Pine: (kg) Pumillonis £1.75; sylvestris £0.51.
Rosemary: Spanish £2.50 kg, scarce.
Sage: Spanish £3.10 kg.
Sandalwood: Mysore and East Indian not quoted.
Sassafras: Spot £0.54 kg.
Spearmint: Chinese £7.00 spot; £5.75, cif. Nov-Dec. American £5.90.
Thyme: Red 65/70% £5.00 kg.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax.

Tannic Acid

In all Qualities

Harshaw Chemicals LTD

FINE CHEMICALS DIVISION

19 St. Vincent Pl., Glasgow G1 2EA
Tel: 041-221 4425

Also at: 10 Victoria Street,
Liverpool L2 6RB
Tel: 051-236 5272

Formerly the British Dyewood Co. Ltd.

STOCK UP FOR SUN UP!

with the New Continental

Sun Spex

and turn sultry summer days into successful selling days

- ★ Assures a natural all over tan
- ★ Gives all round protection from irritating sun rays
- ★ Can be used for ultra violet sun ray treatment
- ★ Suitable for all ages
- ★ A recommended selling price (49p plus V.A.T.) to ensure immediate sales!

SUNSPEX will be nationally advertised

Your customers will be looking for SUNSPEX — make sure they are included in all your early season displays take action to ensure early delivery!

Powerful multi-coloured sales promotion showcard (10" x 15") — available free

Packing: — ALL SUNSPEX are bubble packed in perforated units of ten and are easily detachable for quick sale

- ★ For further information and trade discount terms
- R. FARRA (London) LTD.
Sunspex Division,
44, Crawford Street,
London, W.1
Tel. 01-723 7960

FIRST TIME IN THIS COUNTRY



ENSURE THE SUCCESS OF YOUR

HOME WINEMAKING SECTION

WITH C.W.E. QUALITY PRODUCTS. OUR INGREDIENTS HAVE PROVEN THEIR SUCCESS WITH THE PUBLIC, PARTICULARLY THE ENTHUSIAST. THIS IS BECAUSE THE FINEST WINE IS SIMPLY MADE AND AT THE RIGHT PRICE. THIS MARKET IS FOR YOU. PLEASE ENQUIRE THROUGH YOUR USUAL WHOLESALER OR DIRECT TO:



CONTINENTAL WINE EXPERTS Ltd

THE WINERY
CAWSTON

NORFOLK NOR 75X

TELEPHONE: CAWSTON 275/6/7

TELEX: 97204
A/B CWE CAWSTON

Absolute
Alcohol

Fermentation and synthetic
qualities both available to British
Pharmacopœia specification.

James Burrough Limited

Fine Alcohols Division 60 Montford Place London SE11
Tel: 01-735 8131

ORALGER

SLOW RELEASE F
PELLETS O R MOUTH ULCERS

VITABIOTICS LTD., (Incorporating Antibiotics and Vitamins Ltd.),
1, Beresford Avenue, Wembley, Middx. 01-903 5541.

Classified
Advertisements

Post to Classified Advertisements, Chemist & Druggist,
25 New Street Square, London, EC4 3JA.
Telephone: 01-353 3212.

Headings All advertisements appear under appropriate
headings.

Screen 100.

Display £5.00 per single column inch, minimum 1 inch
(1" x 1½"). ¼ page (4⅞" x 3½") £45.00. ½ page (4⅞" x
7" or 10" x 3½") £80. Whole page (10" x 7") £140.00

Lineage £0.40 per line, minimum 5 lines @ £2.00.

Box Numbers £0.25 extra.

Series Discounts 5% on 3 insertions or over. 10% on 7
insertions or over. 15% on 13 insertions or over.

Copy date 4 pm Tuesday prior to publication date. Adver-
tisements should be prepaid.

Publication date Every Saturday.

Circulation ABC January/December 1972 14,992.

Hospital appointments

Newport and East Monmouthshire Hospital
Management Committee

SENIOR PHARMACIST

required at the following Hospitals: St. Woolos Hospital,
Newport, Mon. (316 beds); Pontypool and District Hos-
pital, Pontypool, Mon. (118 beds). SALARY: £1,689-£2,100
in each case.

A LOCUM PHARMACIST

is required shortly for eight weeks at St. Woolos Hospital,
Newport, at a Salary of £36.45 weekly.

A PART TIME PHARMACIST

is needed at the County Hospital, Grffithstown, Nr. New-
port, Mon. for eighteen hours weekly at a Salary of £17.86
weekly.

APPLY quoting two referees and the post concerned to
Group Secretary, 64 Cardiff Road, Newport, Mon.

Reading and District
Hospital Management
Committee

PHARMACY TECHNICIAN (£1,141-
£1,425) for posts in new Phar-
macies offering wide experience
in all sections of the depart-
ments including Sterile Products
Department and Quality Control
Laboratory. Accommodation
available. Further details from:
Mr. E. A. Burton, Group Phar-
macist, Royal Berkshire Hospital,
Reading. Tel: Reading 85111, ext.
448, to whom applications should
be sent.

ST. BARTHOLOMEW'S HOSPITAL
London, E.C.1

LOCUM PHARMACIST

required. 5 day week. Whitley
Council scales. Extra pay for
evening clinics. Accommodation
may be available in our hostel in
the West End of London. Post
offers varied experience in a
Teaching Hospital, including
close collaboration with other
disciplines in the hospital. Pre-
registration graduates registering
during summer will also be con-
sidered.

Applications with full particulars,
naming two referees to the Chief
Pharmacist.

Please address Box No. replies to:
Box No. Chemist and Druggist
25 New Street Square, London EC4A 3JA.

Classified advertisements

Hospital appointments

ILFORD AND DISTRICT HOSPITAL MANAGEMENT COMMITTEE GROUP PHARMACY Deputy Chief Pharmacist V (Group)

Salary scale £1,920/2,430 p.a. plus £126 p.a. London Weighting. Applications to the Group Secretary, King George Hospital, Eastern Avenue, Ilford, Essex.

Stobhill General Hospital, Glasgow, G21 3UW. Pharmacy Technician (£1,041-£1,425 per annum)

Applications are invited from suitably qualified persons for the above post. This is a large general hospital situated in pleasant surroundings with a modern pharmaceutical department. Applications, in writing, to the Group Medical Superintendent, giving details of experience, etc. Envelope to be marked "Pharmacy Technician".

Shopfittings

Low Cost Unit Shopfronts 600 Designs

Take
36
Months
To Pay

- * In Anodised Aluminium
- * Built in illuminated signs
- * Available from stock
- * Installed in 2 Days on most sites

UNIT SHOPFRONTS LTD
9 Aintree Road Perivale Middlesex
PHONE: 01-997-9943/7

SHOPFRONTS and interior fittings by Chemist Specialists. WARWICK SHOPFITTING, 20 Rudd Street, London, SE18 6RS. Tel: 01-854 0343

Situations vacant

BIRMINGHAM MAIN ROAD PHARMACY

Manager required, some knowledge of photography helpful but not essential. Good working conditions. Excellent supporting staff. Five-day week. Usual hours of business, minimum paper work, scope for enterprise.

Apply in confidence to
C. L. HIGHFIELD LTD.
479 Bearwood Road
Smethwick, Warley
Worcs.
Telephone 021-429 1700

£4,000 PER ANNUM or more is available in Andover, Hampshire, for a young enthusiastic pharmacist who would like to work on his own initiative and who values his independence. He might even finish up with his own business. Write with full details to, Langdown, 1 London Street, Andover, Hampshire.

Stocktakers

STOCKTAKER required for Glasgow Office. Please supply details to S. V. Brown, George, Orridge, 235-241, Regent Street, W.1.

Businesses for sale

CENTRAL LONDON. Wholesale Manufacturing Toilet business for sale for removal purposes. Sales over £72,000. No travellers employed at present time. Considerable scope. Stock worth £18,000, could be reduced. Good profits (gross profit approximately 25 per cent). Excellent connection. Further details supplied by vendors' sole Agents, George, Orridge Ltd., Regent House, 235-241 Regent Street, London W1R 8SU. Tel: 01-434 1294-8.

Toiletries and Health Foods

Current turnover approximately £110 per week with material scope increase, in pleasant Kent residential area. Easy hours, lunch time closing. Shop, stockroom, garage, garden; flat over at present sublet but might be available. Freehold property £14,000. Price of business, £200 for fixtures and fittings, plus stock at valuation about £2,000. Enquiries please to: GEORGE, ORRIDGE & CO., REGENT HOUSE, 235/241 Regent Street, W1R 8SU. Tel: 01-434 1294.

TORBAY, DEVON. Old established business (40 years in same hands) in main street position, taking over £30,000 p.a. (scripts 1500 monthly). Spacious ground floor premises and store rooms. New 7/14 year lease. Garage. Genuine retirement sale. Price £7,500 S.A.V. Bettsworths, Business Transfer Specialists, 28/29/30 Fleet Street, Torquay. Tel: 28171.

Situations wanted

PROPRIETARY SALES MANAGER, fully experienced, well known in the trade, seeks similar post covering sales / marketing / advertising / office administration / despatch / customer and personal liaison. Inquiries to: Box No. 2143.

Business opportunities

We have a large representation covering a high percentage of London and suburban Chemists.

Do you have a sundries commodity you wish us to sell for you on a percentage basis.

Box No. 2141

Agents

AGENTS REQUIRED

for London and the South East.

By importers of a range of highly competitive chemists sundries marketed under our own brand name. Sales expansion over the past year has made our company one of the market leaders.

If you are interested in high commission rates and a neat product range which has proven highly acceptable both for initial sell-ins and repeat business, please drop us a line with brief details of age and experience.

Box No. 2142.

Wanted

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co. Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel: Park 3137-8.

URGENTLY REQUIRED, all items connected with old-fashioned Pharmacies—Runs of drug drawers, shop rounds, jars, etc—Telephone Ashted (Surrey) 72319 or write Robin Wheeler, 'Maplehurst', Park Lane, Ashted, Surrey.

Miscellaneous

CHEMISTS

ALL WORK AND NO PLAY? . . . then how about a low cost, high profit making investment without tiresome stock, staff, debts or paperwork . . . all takings in CASH! . . . designed to fit quickly into a small space in your existing premises. A Mini Launderette . . . the perfect little 'money spinner' for ANYWHERE without a Laundry. **The Village Laundry Ltd., White Lion House, White Lion Square, Hatfield, Herts.** Telephone: Hatfield 67314

FASHION JEWELLERY

Jodez (Manchester) Ltd.
9 Sugar Lane & 34 Shudehill
Manchester 4 DEansgate 6565
Largest and most exclusive selection of Necklets, Brooches, Chainbelts Dress Rings, Earrings (all types), Hair-Ornaments, etc. Limited quantity of clearing lines available, parcels from £5.00 and upwards.

FASHION JEWELLERY can be a most lucrative additional line. Choose from our huge stock of rings, pendants, bracelets, brooches, earrings, cuff links, watch straps, lighters, etc. Full displays all marked with retail prices, inc. VAT, if required. Write to R. F. Vernon, 36 Roman Road, Blirstall, Leics., to bring our stock to your shop. Or phone Leicester 675327.

MALTA—Large, well-fitted, 3-bedroom flat, lovely views of St. Paul's Bay, 200 yards to sea, maid, nearby shops, no traffic. All-year letting. Details: Baxter, 01-669 4083.

For Sale

FOR SALE Brand new, Automated Tablet Packing Equipment (King)

- (a) Cotton Wooler
- (b) Securitainers capping and bottle shiving
- (c) Bottle unscrambler
- (d) Self adhesive labeller

Phone 01-539 0615, or write, Mr. J. K. Joy, Factory Manager, Harker Stagg Ltd., 6 Argall Ave., Leyton, E10 7QE.

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists", £3.04. Full trade terms. Order by waist measurement from Manly Co., 23 Freshwater Parade, Bishopric, Horsham, Sussex. Telephone: Horsham 5426.

DEFERGEL For premature ejaculation

Retail 82p per tube.
Wholesale £2.75 carton of 6.
Post paid c.w.o. from:
LLOYD'S SURGICAL DEPT. LTD.
COMMERCIAL RD., PORTSMOUTH PO4 8YU
Showcard free on request

The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general or special subjects, including music and the arts.

For additional information, or to apply for assistance, write to:

The Secretary, Dept CD
The Triangle Trust 1949 Fund
Clarges House, 6-12, Clarges Street
London W1Y 8DH

ANTON HÜBNER KG

from the
black forest



requires

Importing Agent

Or a sales exchange basis with an English company.

We have been established for some 50 years, and have a reputation for producing high quality products: **Pharmaceuticals, Health Sweets, Dietetic, Herbal Cosmetics** which are sold throughout Germany and other European countries.

Please write:

Managing Director
ANTON HUBNER KG
7801 KIRCHHOFEN —
WEST GERMANY

What's *NEW* in
Disposable Pantees?

UNDERCOVER
GIRL



- Brilliant new packaging and counter display
- New attractive designs
- New larger size fits most women
- Specially designed for the menstrual period
- Largest selling disposable pantee in the world
- Bigger profits

Get your share of this growing market by sending for your **FREE** sample today.

USE THIS COUPON NOW!

To: Undercover Products (International) Ltd.,
Queensway Industrial Estate, Wrexham, Denbighshire.
Tel: 0978 53535 or 01-794 9784.

NAME _____

COMPANY _____

ADDRESS _____

NO. OF BRANCHES _____

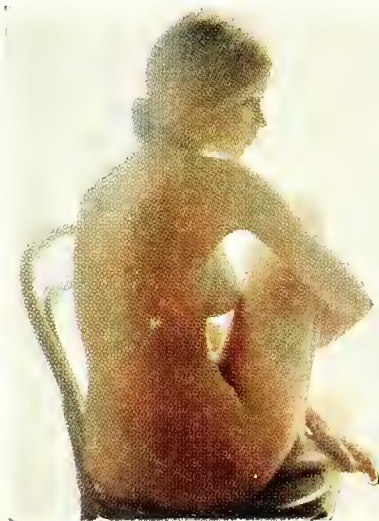


New Veeto is twice as gentle. So it will sell twice as well.

Women want a hair-removing cream that's gentle – they told us so. So we've made new Veeto twice as gentle, so gentle they could even use it on their face.

Twice as beautiful

New Veeto has a beautifully gentle perfume, and a fresh feminine pack that's twice as attractive in your shop – and on her bathroom shelf. Plus a new spatula that's twice as easy to use. All of which means that women will want new Veeto twice as much.



High-impact advertising

This year we've got the biggest-ever advertising campaign to support new Veeto. Whole-page advertisements will appear in all the major women's magazines, telling your customers about new Veeto. This high-impact campaign will appear from May throughout the summer.

Yet another reason why new Veeto will sell twice as well.

New Veeto... everything a woman wants